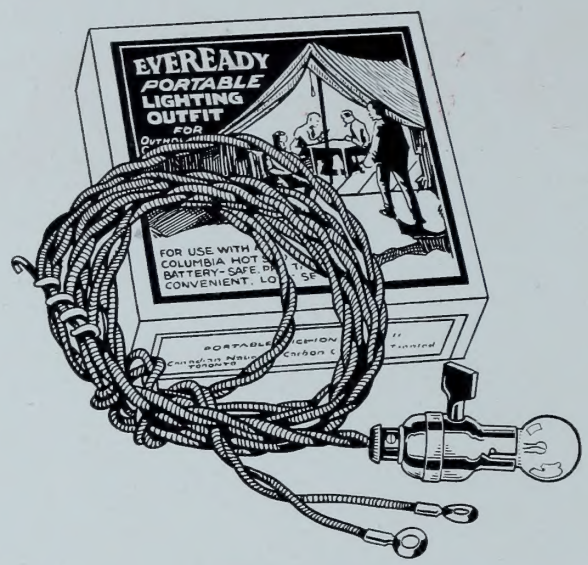
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 12 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA March 25, 1922

Starrett Tools



EVEREADY

PORTABLE LIGHTING OUTFIT

EVEREADY'S newest success—a lighti ng outfit consisting of one 6-8 volt, 2 C.P. Lamp, 10 feet of cotton cord, bayonet socket, all ready to attach to a "Hot Shot" Battery. The ideal form of lighting for camps, cottages, closets, outbuildings, motor-boats, and for side or tail lights on vehicles. The complete outfit is packed in an attractive carton and retails at $2.75.

The average amount of use that can be obtained with this outfit from one 1561 Hot Shot Battery is as follows:—

One hour per day	80 days	service	80 hours
Two hours per day	35 days	service	70 hours
Three hours per day	20 days	service	60 hours
Four hours per day	14 days	service	55 hours
Five hours per day	10 days	service	50 hours
Continuous burning	40 hours	service	

Although the 1561 Hot Shot is recommended for use with one six-volt, 2 C. P. lamp, it is, of course, more economical to use the 2562 Hot Shot, which gives 35 to 50% more service on the same use than two 1561 Hot Shots used one after the other.

Order your stock through your jobber now and be prepared for the camping and vacation season. There is an all-year-round sale for this lighting outfit for indoor use in the home and on the farm.

CANADIAN NATIONAL CARBON COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

4TE

For Spring

Farm and garden tools will soon be in demand, now that spring is here.

Order your stock of "Samson" Tools now, and be ready for it. You will find this a good selling brand.

Their appearance commands immediate attention, their "feel" and balance win approval, their recognized reputation establishes confidence and our guarantee *assures* satisfaction.

SAMSON
FARM AND GARDEN TOOLS

HOWLAND'S SAMSON QUALITY H.S.HOWLAND SONS & CO. TORONTO

H. S. Howland, Sons & Co. Limited, Toronto

HOWLAND'S SAMSON QUALITY H.S.HOWLAND SONS & CO. TORONTO

It's easy to order by mail from Howland's Bulletin

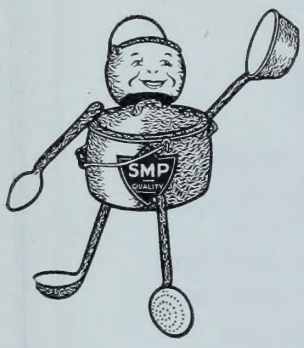
If interested tear out this page and place with letters to be answered.

Sold Over the Counter

—and You make the Profit!

When a woman wants to buy a Diamond Ware or a Pearl Ware pan there's only one way she can buy it. And that is—right over the counter.

She has to buy it in a store. The dealer gets all the business and his fair profit. He isn't competing with any agent, student, or house-to-house salesman. He isn't losing good trade through the door-to-door activities in his territory of some wandering peddler.



Mr. SMP.

Your Customers?

Diamond Ware and Pearl Ware are sold over the counters in stores. In no other way!

Some makes of kitchen utensils, however, are being sold to women by this house-to-house method. Your customers, perhaps, have bought from these men. Lost trade!

These women would otherwise have come to your store to buy utensils. In the store they would have had your whole stock to choose from. And ten to one they would have bought other goods too.

Other makes of kitchen utensils are frequently offered as premiums and prizes in guessing contests. Here again you are losing business rightfully yours.

Diamond Ware and Pearl Ware cannot be offered as premiums and prizes in guessing contests, nor any other goods that we make.

Our Sales Policy

The simple reason is that we have a sales policy from which we never deviate. A policy which looks after the interest of SMP dealers.

Right Over the Counter! That's how Pearl Ware and Diamond Ware are sold from coast to coast in Canada. That's how all our goods are sold.

If you appreciate our sense of business ethics in this Sales Policy we also appreciate any business with which you might favor us.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

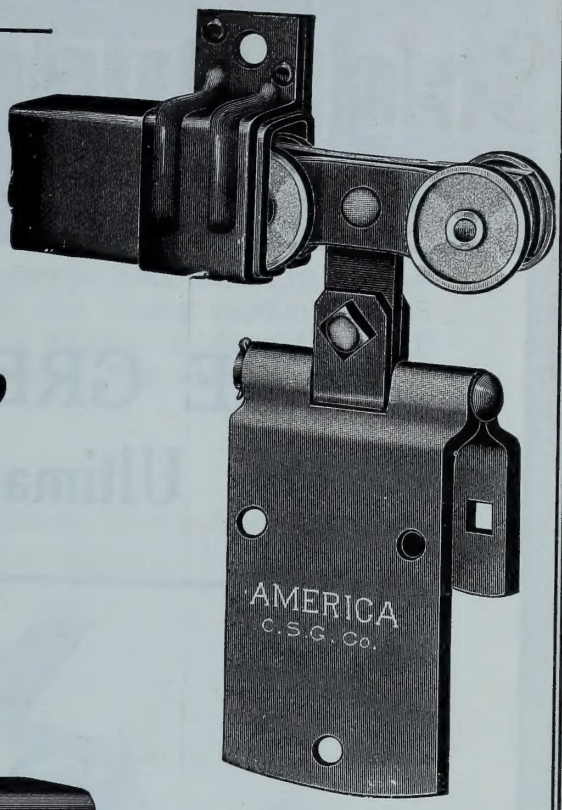
SMP QUALITY TRADE MARK

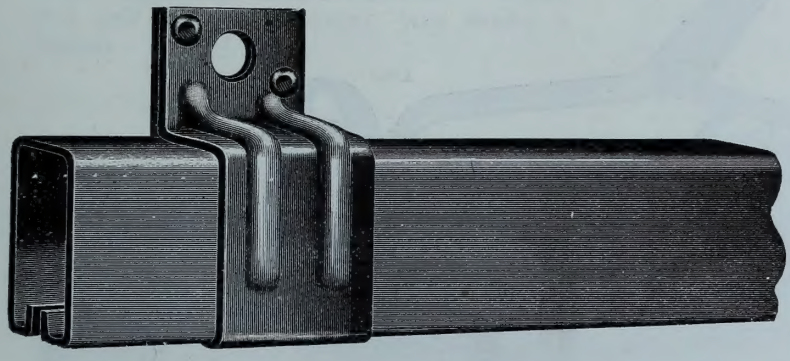
If interested tear out this page and place with letters to be answered

Don't Overlook This Opportunity—

Consistent Profitable Sales From

"America"
Trolley Hangers





Steel Trolley Track

The "America" operates in the Hatch Trolley Track — the only track supported by the famous corrugated track brackets. These brackets are naturally much stronger and better than ordinary plain track brackets.

This trolley hanger has the largest sales of any in the Dominion and consequently is exceptionally popular with the Canadian trade.

Unequalled for warehouse, factory, garage, and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3 x ¼ in. wide. Simple in adjustment, anti-friction forged steel yokes and ability to stand hard usage. With each pair of Hangers are included two End Caps and Bolts for Hangers.

Packed one pair in a box complete with screws and bolts. Weight per dozen pairs, without Brackets, 95 pounds.

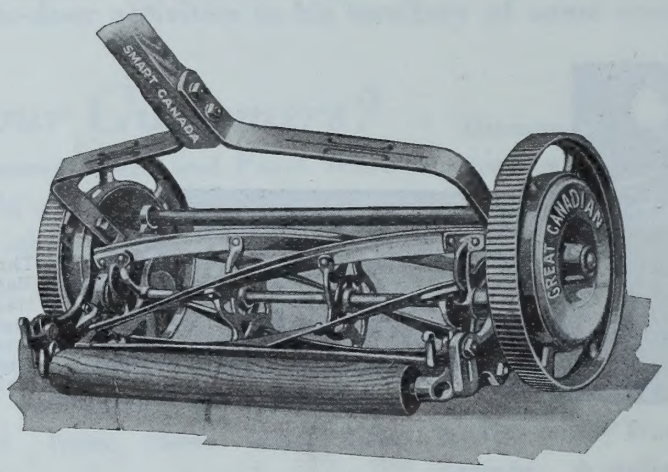
Ask about the C. S. G. Line

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

THE GREAT CANADIAN
The Ultimate In Lawn Mowers



HIGH IN PRICE BUT HIGHER IN QUALITY

5 Blades. Two sizes, 18 and 20 inch

Better features than produced by any maker.
Especially adapted for large lawns,
public grounds, golf greens.

JAMES SMART PLANT
BROCKVILLE, CANADA

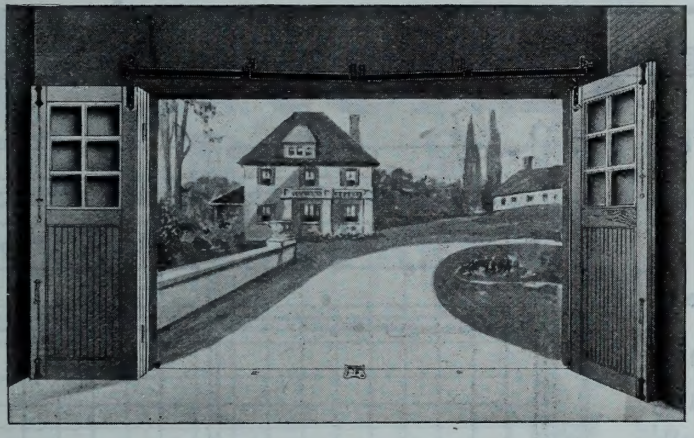
St. John Montreal Toronto Winnipeg Vancouver

You Can't Sell It

A CAREFUL car-owner won't build-in a garage door that can be easily blown shut or open—usually just at the wrong moment. You can't sell it to him. He will always insist on having a door that will slide open—and slide easily—that can't be blown open or shut—and that is not a harbour for birds.

The **Riteway** Garage Door Outfit in 3, 4, or 5 door sets, appeals immediately to the class of man who carefully builds or remodels his garage. It answers the most exacting requirements. When you sell him a Riteway you make a friend.

Riteway Garage Door Outfits are always neatly packed in complete sets. All screws and parts necessary for erecting are included. Keep a sample on hand for demonstrating purposes.



There will be more of these sold in 1922 than any other garage door outfit. The owners are going to ask for them.

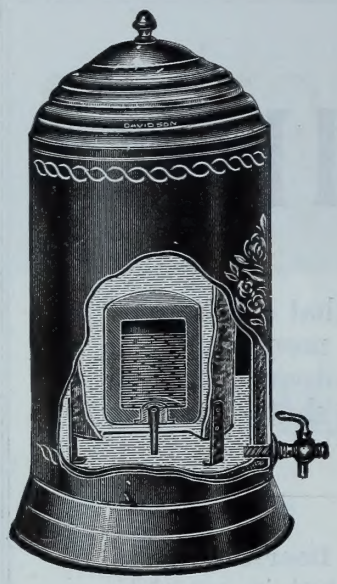
N. SLATER CO., Limited

Hamilton, Canada

Representatives:

T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Quebec.
N. J. Dinnen, Winnipeg, Man.
A. T. Chambers, Vancouver, B.C.

If interested tear out this page and place with letters to be answered



Japanned Water Coolers

The selling season for this very attractive line will soon be here. Your stock should include the Davidson line which is nicely Japanned in French Grey and decorated in colors, and has plated faucets.

Tested and guaranteed to give the maximum filtration through stone; strong and sturdily made and particularly suitable for offices, stores, workshops, hotels, clubs, as well as for domestic purposes.

Made in six sizes containing from 2 to 16 gallons. Particulars and prices sent immediately on request.

The Thos. Davidson Mfg. Co. Limited

Head Office:—Montreal **Estab. 1860**

Branches:

Toronto **Winnipeg** **Calgary** **Vancouver**

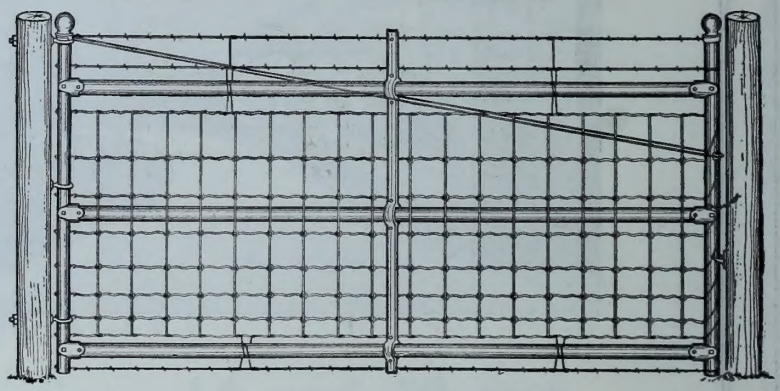
DAVIDSON

The Story "In a Nutshell" of Why

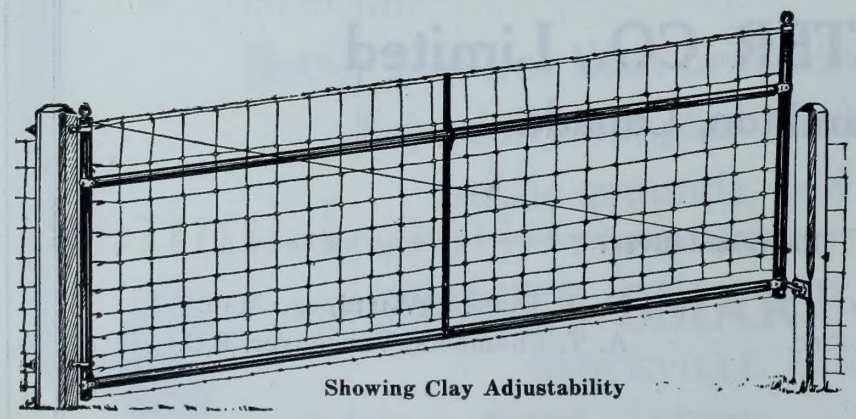
CLAY GATES

Meet Canadian Conditions so Effectively and Sell so Well

These gates please your stock and cattle customers because they are plain, common-sense gates—horse-high, bull-strong and pig-tight.



Clay Bull Gate



Showing Clay Adjustability

They have all the advantages of good construction. Without going into technical details, we point out that they are strong—high carbon steel tubing; malleable iron castings; two-piece angle iron center brace and heavy brace wire.

These gates are easily and instantly adjustable. They are durable, economical, and fully guaranteed. Before you forget it, write for our catalogue, which explains fully the many good features of these excellent gates.

Canadian Metal Products

Limited

Guelph **Canada**

If interested tear out this page and place with letters to be answered

Giving Satisfaction Pays the Most in Profits

The more experience you have in selling tires the more you realize that giving the goods that give satisfaction brings back the customer and his friends with him.

"GUTTA PERCHA" TIRES

"Quality all Through"

CORD and FABRIC

We have constructed our CORD Tires so that they deserve the name of "Super-Service Tires." They sell well, and it pays well to sell them.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered

The Perfect Grip

An ordinary hammer will slice the head off a nail, because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced Hammers will grip the *body* of a nail and pull it, head and all, clear through a plank. All nails are trailers to Williams' hammers.

Heads on or heads off, for drive or pull, Williams' Superior Drop-Forged Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through.

Literature?

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Rd., St. Catharines, Ontario

Are you getting your share of profits, sure and steady, from one of our famous five brands of files?

These files are the standard among file users: they pass over your counter without sales effort.

You can stock easily from your jobber; we carry large reserves to meet the steady demand.

Specify one of these brands when ordering.

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

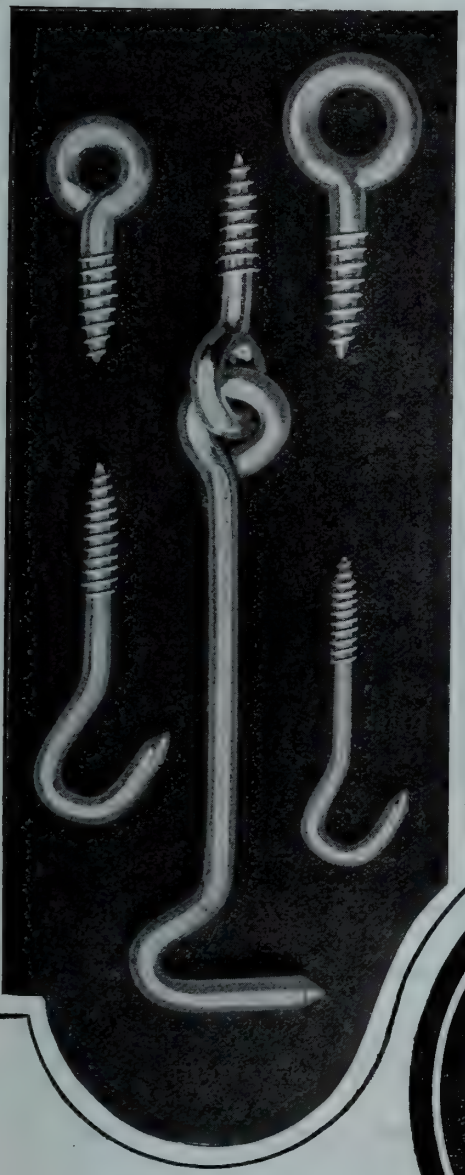
Nicholson File Company

Port Hope Ontario

If interested tear out this page and place with letters to be answered

SCREWS

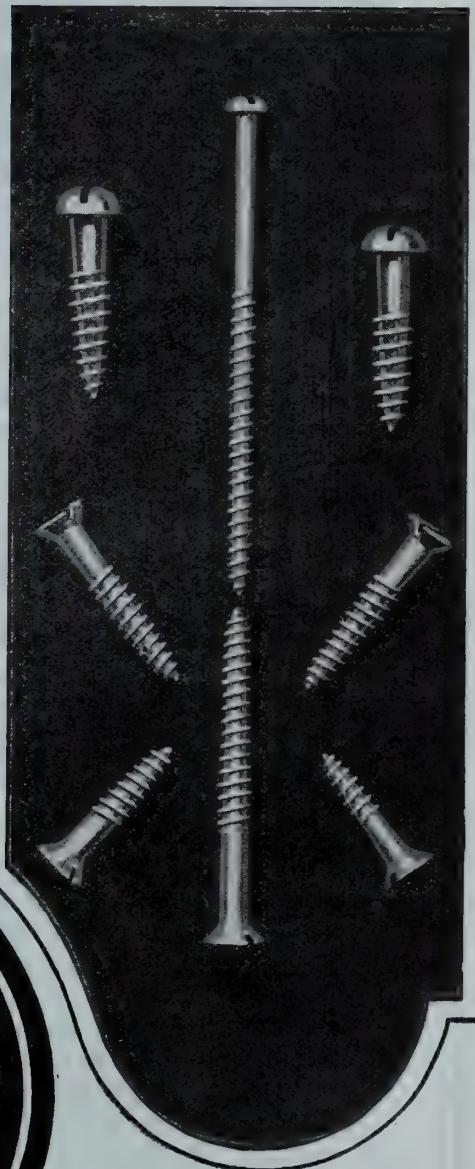
SCREW EYES, SCREW HOOKS



We manufacture all varieties of screws

Iron, Steel, Copper, Brass and Bronze, Wood and Machine Screws.

Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

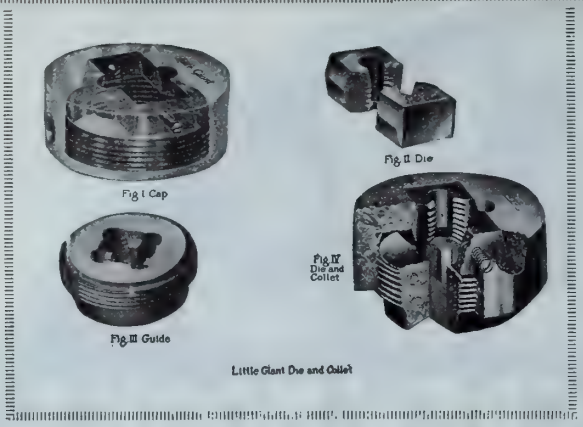


THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Little Giant



Little Giant Die and Collet

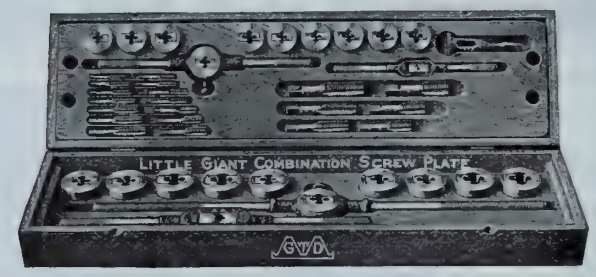
Screw Plates

Regiments of Repairmen "Fix it" with GTD tools

By fifty years of real service to the metal-working industries GTD has won a place of honor at the side of the *Man who makes things*, and the *Man who Fixes things*.

And we are proud especially of our service to the repair man, the *Man who Fixes things*, typified by the GTD "Little Giant" Combination Screw Plate shown herewith. Probably no thread cutting outfit has ever had wider distribution in every corner of the world than the "Little Giant."

We want to tell you more about GTD tools. Write for descriptive literature.



This is the "threading tool chest" that every repairman ought to have. Dies are adjustable to loose or tight fit, and are reversible in the collet.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U. S. PLANT: Greenfield Tap & Die Corporation of Greenfield, Mass., U.S.A. London Office, 139 Queen Victoria Street, London, E.C. 4.

REG. U.S. PAT. OFF. GTD

GTD Screw Plates, Taps, Dies, Reamers, Gauges, Pipe Wrenches

Better Business Is Coming

Be Wise In Time

LIGHTNING **GEM** **BLIZZARD**

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

If interested tear out this page and place with letters to be answered

Where the Buyer Benefits

How More Favorable Buying Conditions Are Being Created by Advertising in This Paper at This Time

Through regular advertising, sellers are making buying opportunities, instantly available. By publicly committing themselves in their advertising, they are giving you a strong assurance of faithful performance.

Advertisers are cutting sales costs through the use of advertising as a SALES MACHINE just as they reduce production costs by improved machinery methods.

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling
American Architect & Architectural Review
American Blacksmith, Auto and Tractor Shop
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries
Bakers' Helper
Bakers' Weekly
Boiler Maker (The)
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy
Canadian Grocer
Canadian Machinery & Manufacturing News
Canadian Railway & Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical World
Embalmers' Monthly
Engineering and Contracting
Engineering and Mining Journal
Engineering News-Record
Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Garment Weekly (The)
Gas Age-Record
Good Furniture Magazine

This means ability to make LOWER PRICES to you.

Advertising in a buyer's own paper caters to his convenience; it saves the buyer's time: it helps the buyer weigh and balance rival claims; when the salesman calls, it saves the time of both buyer and salesman by providing the foundation for intelligent judgment.

None but good concerns are admitted to the advertising pages of members of The Associated Business Papers, Inc.

The seller who is building reputation through advertising will jealously guard that reputation in every transaction, beginning with the merit of the merchandise.

Advertising indicates progressiveness, not alone in selling, but throughout the entire business.

By advertising, the seller is publicly displaying his ability and desire to serve you, instead of silently relying upon the necessity of the buyer to produce orders.

You are invited to consult us freely about Business Papers or Business Paper Advertising

LIST OF MEMBERS
(Continued)

Grand Rapids Furniture Record
Haberdasher (The)
Hardware Age
Hardware & Metal
Heating and Ventilating Magazine
Hide and Leather
Hospital Management
Hotel Monthly
Hotel Review
Illustrated Milliner
Implement and Tractor Age
Implement & Tractor Trade Journal
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber
Lumber Trade Journal
Lumber World Review
Maufacturers' Record
Manufacturing Jeweler
Marine Engineering & Shipping Age
Marine Review
Millinery Trade Review
Mill Supplies
Mining and Scientific Press
Modern Hospital (The)
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World
National Builder
National Cleaner & Dryer
National Laundry Journal
National Petroleum News
Nautical Gazette
Northwest Commercial Bulletin
Northwestern Druggist
Oil News
Oil Trade Journal
Power
Power Boating
Power Farming Dealer
Power Plant Engineering
Price Current—Grain Reporter
Printers' Ink
Purchasing Agent
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rock Products
Rubber Age
Sanitary & Heating Engineering
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal
Tea and Coffee Trade Journal
Textile World
Welding Engineer
Wood-Worker (The)

THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, Executive Secretary

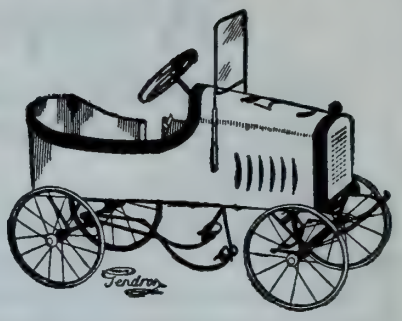
HEADQUARTERS: 220 West 42nd Street NEW YORK CITY

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

More Profits This Season!

The Premax Chain Tire Guard

An attractive item for Spring Sales. New design, heavy steel, flat-link chain, substantial, **attached** lock, durable rubber covering.
A quality type of accessory at an extremely low cost.
Ask for new Spring prices.

NIAGARA METAL STAMPING CORPORATION
Niagara Falls, N. Y., U. S. A.
Division M

Eastern Canadian Representative:
R. R. LABELLE,
P.O. Box 1528,
Montreal, Que.

Western Canadian Representative:
D. A. McDONALD,
141 Bannatyne Ave.,
Winnipeg, Man.

ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO PUMPS Are Sellers

35 years' experience has proved it. They're constructed along practical lines, sturdily built, give many years of satisfactory service, **sell at right prices.** There's a style and size for every need.

Spring is here, bringing pump business. Get this business more profitably — with Toronto Pumps. Write for our special dealer proposition immediately.

Ontario Wind Engine & Pump Co., Limited
Atlantic Ave., Toronto

Montreal **Winnipeg** **Regina** **Calgary**

---and made a hit!

Merchants find these excellent bats make a hit with their baseball customers and sell out early in the season. These bats are made from clear, straight-grained ash. They are shaped and finished to suit the most critical "fan" that ever came to bat.

Send for new price list just issued.

St. Marys Wood Specialty Co., Limited
St. Marys Ontario

If interested tear out this page and place with letters to be answered.

The name DAVIDSON is the equivalent of a written guarantee of quality on every article made in our factory.

Watering Pots—Japanned or Galvanized

Japanned in green with gold decoration and with patent cleanable rose—in 7 different sizes—1 to 16 quarts.
The galvanized pots are extra heavy and strong. Handles heavily riveted and with welded spout. Patent cleanable rose. In 5 sizes—6 to 20 quarts. All stamped with the Davidson Trademark.

Order Early for Spring Trade.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: MONTREAL

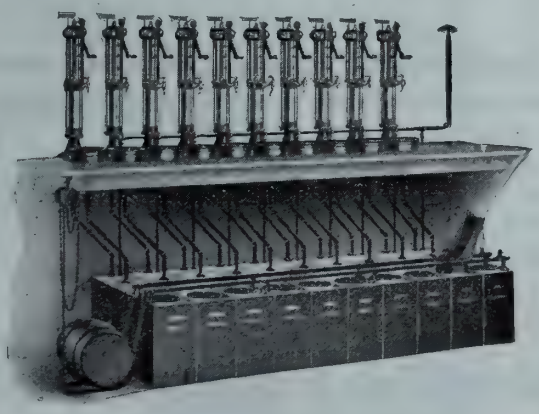
DAVIDSON

Branches: Toronto, Winnipeg Calgary, Vancouver

Bowser Oil Handling Equipment Pays Dividends

You are interested in eliminating waste and increasing your profit on paint and lubricating oil. Oils cannot be handled economically by the old fashioned methods.

Bowser Oil Storage and Handling Equipment is the remedy. The all-metal, evaporation-proof Bowser Tanks prevent leakage and gumming. The Piston-Type Measuring Pump delivers exactly the amount required, eliminating spillage. This absolute prevention of waste means worth-while savings.



And the same features which make Bowser Equipment economical also keep oils *clean*.

Let us show you how Bowser Equipment will put your oil business on a better profit making basis.

Write for Illustrated Booklet C-16

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD.
1668 Fraser Avenue Toronto, Ontario

BOWSER ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

If interested tear out this page and place with letters to be answered.

Your Customers Want Mendets

You can always sell these handy little articles. Every household has need for them and the market is never saturated as new leaks are constantly occurring.
Show Mendets in their attractive display carton on your counters, or in your windows. You can make up fine window displays with a few old pots and pans showing how they can be easily mended with Mendets.

Collette Mfg. Company
Collingwood, Ont.

STAR HACK SAWS

This is No Time to Carry Excess Stock

In these days of careful buying and selling, wise dealers are cutting down their line to only a few brands of hack saws. Many find that they need no more than the Star Saws to satisfy every customer.

Owing to the early appearance of Star blades upon the market and their large distribution in advance of all other hack saws, they are subject to less selling resistance than other brands.

The leadership enjoyed by Star Hack Saws for 38 years makes this the logical brand for you to push.

Star Saws are now sold direct from the factory in Middletown, New York, where they have always been manufactured.

CLEMSON BROS., Inc.
Middletown, N.Y.
Makers Since 1883
Canadian Office and Warehouse:
304 Imperial Office Bldg., Hamilton, Ont.

Bring on Your Big Jobs!

No plant need turn down orders for lack of rugged, accurate equipment if they install

"JARDINE"
Power Hammers

There's a size and type for every job, light, heavy or exacting work — all can be handled on a "Jardine" Hammer.

Take this Canadian Giant Power Hammer for instance. It is built to stand enormous shocks. Note the great strength of the anvil block. In two sizes: Nos. 25 and 50.

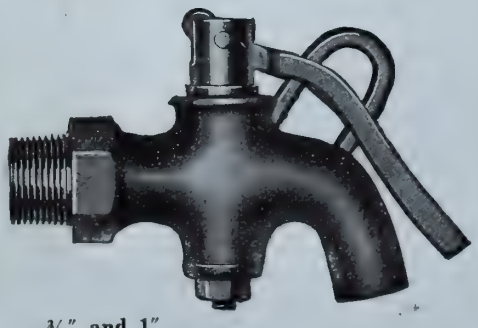
Made in Canada.

"Jardine" Hammers and other tools are described in catalogue No. 18. Write for a copy.

REGISTERED J TRADE MARK

A. B. JARDINE & CO., Ltd.
HESPELER, ONTARIO

Lock Oil Faucets



—¾" and 1"

Note the construction—clean thread, large hex., well-rounded body, loops heavy to stand abuse, strong nut and washer, extra well ground plugs tight and easy turning.

Handles are **Malleable Iron,** securely pinned with ends dipped a warning red.

A fully guaranteed Bibb.

Wallaceburg Brass & Iron Mfg. Co. Ltd.
WALLACEBURG, ONT.
WINNIPEG:
Moncrieff & Endress, Ltd., Galt Bldg.
Telephone: A 9135

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

"WELLWORTH" NEW "WELLWORTH"
POTATO "WELLWORTH" POT
"WELLWORTH" ALUMINUM "WELLWORTH"

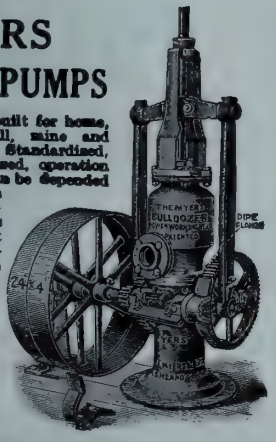
"WELLWORTH" "WELLWORTH" "WELLWORTH" "WELLWORTH"
"WELLWORTH" TRADE MARK "WELLWORTH"
WENTWORTH MFG., CO. "WELLWORTH" HAMILTON CANADA
"WELLWORTH" of Purity and Quality "WELLWORTH"

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Western Canada—Bissett & Webb, Limited, Winnipeg

Reliable QUALITY

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

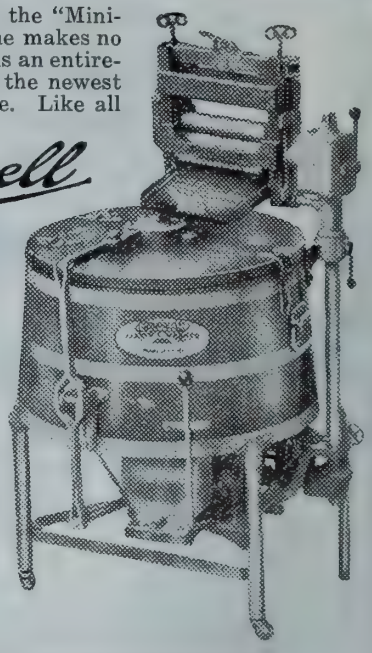
Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

IT PAYS A DEALER
to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

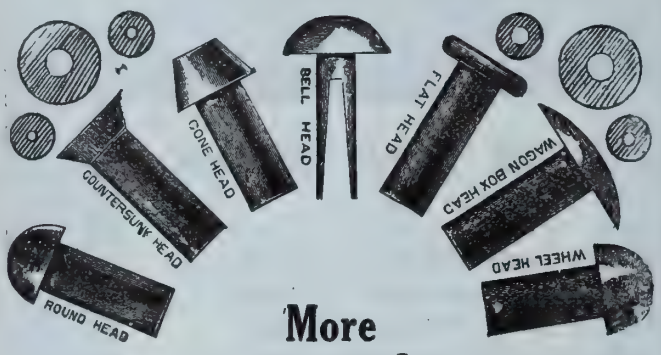
Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED
St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co.,
290 St. Paul St. West.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

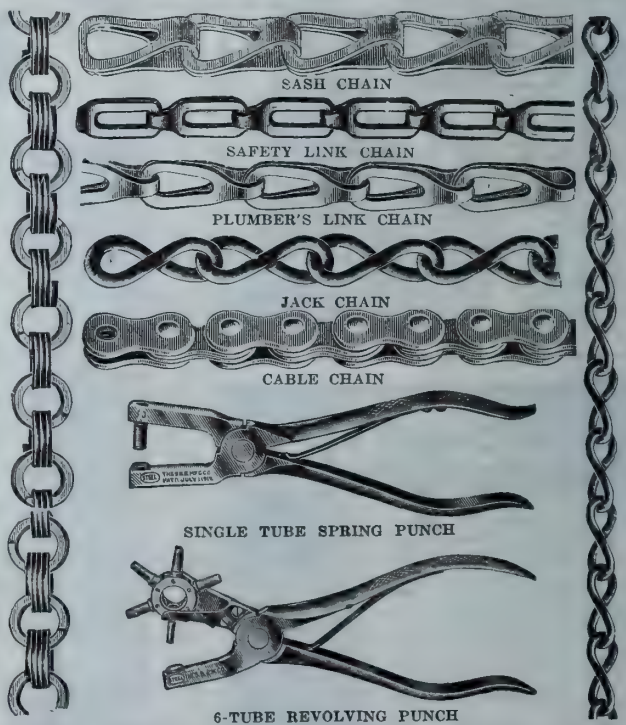
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

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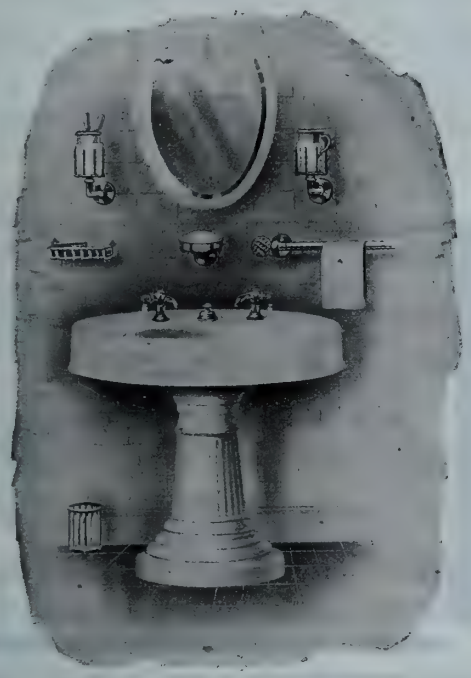
MORRISON

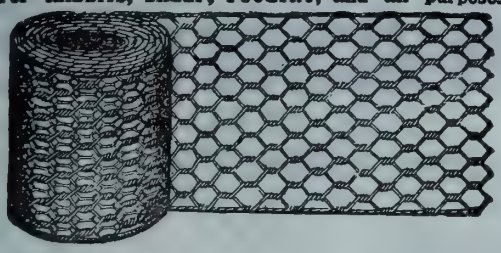
Plumbing Goods



Beauty, style, refinement and good taste are outward characteristics that distinguish Morrison Products. Often these features attract the first favorable attention; then comes the investigation that shows the strength, quality materials and durability of Morrison Plumbing Goods. Investigation always proves our claims—that's why we court investigation.

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

The Original Keystone

WESTCOTT

Adjustable "S" Pipe Wrench

Makes a special appeal to your customers because it can be used in many out-of-the-way places quite inaccessible to the ordinary monkey-wrench. These efficient, reliable wrenches are made of first-class material, and are strong, and durable.

These are the genuine Keystone "Westcott" wrenches, plainly trade marked "Westcott" on the handle. Many of your customers have used these exceptionally satisfactory wrenches for years and will replace them with no other kind. Display them well. Let the prospects know you have "Westcott" wrenches.

If your jobber cannot supply you, write us direct.

The Keystone Mfg. Company, Postal Station "B", Buffalo, N.Y.

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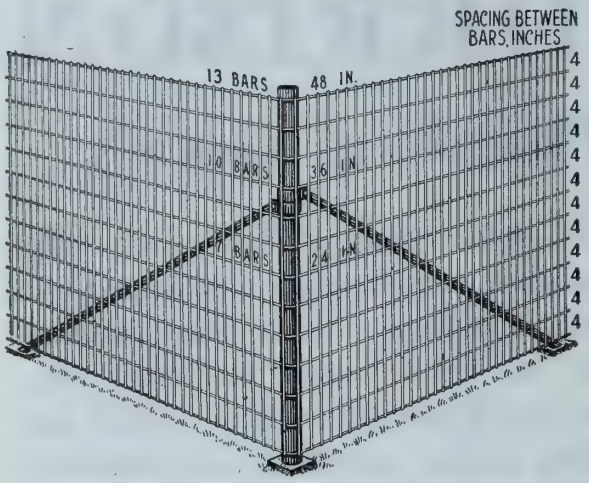
Have You ?



Bought Your Stock of Electric-Weld FENCE yet, Sir ?

We are well satisfied that our special line of electric-weld Fence is the strongest and most serviceable Steel Wire Fence on the market to-day. We can also quote you a good price and give you prompt shipment. Ask us for particulars.

A. R. LUNDY

257 King St. West **Toronto, Ont.**

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.**
2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.
3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.
4—Fan flywheel cools cylinder; increases capacity.
5—Inspectable valves, light weight, large area.
6—Valves cannot drop into cylinder and wreck machine.
7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.
9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.

Welded Steel Pressure Tanks

For Air, Gas and Liquid

We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory. Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co.

Limited

Tweed, Ontario, Canada

"MONITOR"

Coal Oil Stoves, Furnaces, Blow Lamps, Brazing Lamps

British Manufacture

With Many Advantages

This is a "roarer" type blow lamp for outdoor use. It is made with fixed legs, or collapsible. The latter make it very convenient for camping, yachting, motoring, prospecting and surveying.

Burning coal oil, it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

The Standard Meter Co., Limited

Toronto, Canada

AGENTS:

Manitoba and West
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East
A.G. & A.L. Brown & Co.,
207 St. James St.,
Montreal, Que.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

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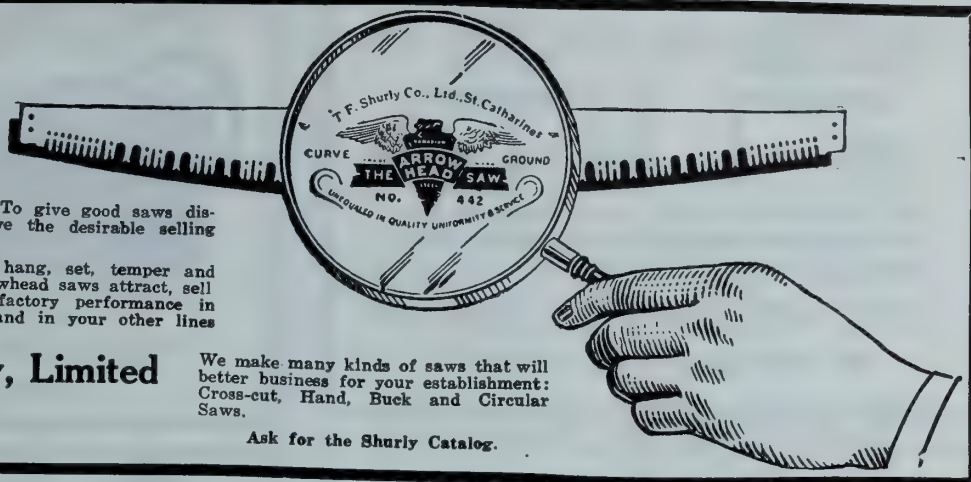
Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Quality That Repeats Sales

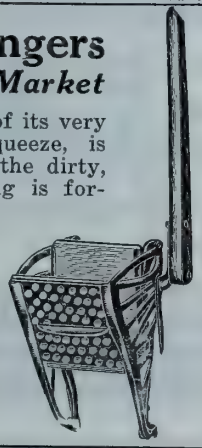
We Make
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. Made in Canada

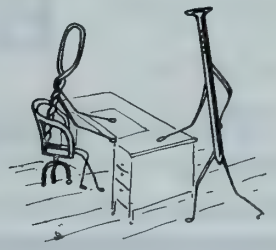


WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

Laidlaw's Wire Boys

Their Chat No. 23

Special Tempered Wire



"A wire-bound box manufacturer, W. N., had difficulty in getting wire of the proper tensile strength so he asked us to see what we could do. The outcome was a satisfied, happy customer who buys a Canadian-made wire now that meets all his needs at a saving of time and money.

"All the Laidlaw people want, B. T., is an opportunity—they do the rest."

"They welcome difficult wire problems."

Laidlaw Bale-Tie Co., Limited
Hamilton - Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

Makes Nails!—Not Noise!!

These new and improved UNIVERSAL WIRE NAILS are fast, smooth, and quiet running

No cams or gears

Ask for Bulletins 375, 350, 351

SLEEPER HARTLEY, INC.

WORCESTER, MASS.

Willow Clothes Baskets

Walter Woods Limited

Hamilton Winnipeg

Stepladder Stool

STRATFORD

Ladders and Stepladder Stools

Spring time! painting time! ladder time! If you rent ladders to your paint-buying customers we have some extension ladders that are just what you want!

The illustration shows our Stepladder Stool that is ever increasing in popularity with housewives. Just the thing to sit up to the kitchen table, the kitchen cabinet, or pantry sink, and instantly available as a ladder to reach high shelves, clean windows, etc.

We also manufacture Step and Extension Ladders, Ironing and Bake Boards, Folding Chairs and Tables, Clothes Bars and Summer Furniture.

Write for Catalogue D.

The Stratford Manufacturing Co., Ltd.

STRATFORD, ONTARIO

Bigger Business—Good Profits—Quality Reputation

LACO VACUUM AND GAS-FILLED LAMPS

Mean Satisfaction to Dealer and Customer

CANADIAN LACO LAMPS LIMITED—MONTREAL, TORONTO, WINNIPEG, VANCOUVER

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

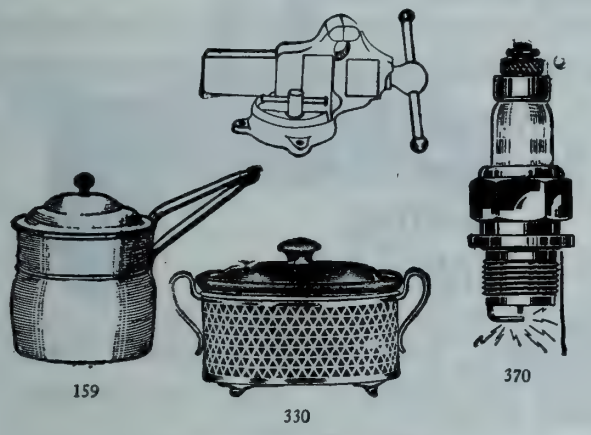
Wellington Mills, London, S.E.1, Eng.

Agents:

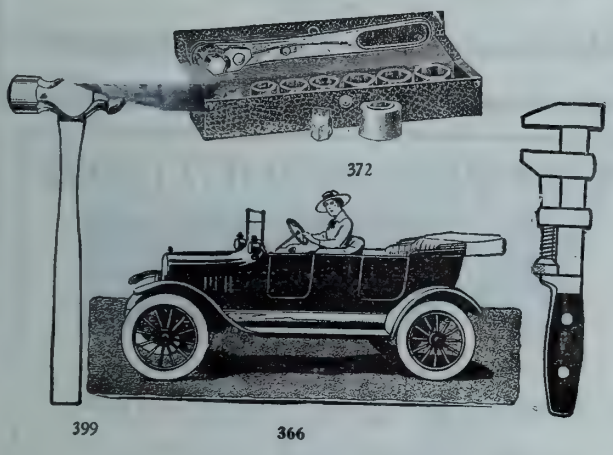
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



159 330 370



372

399 366

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL
Electro Department
143-153 University Avenue
TORONTO, CAN.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

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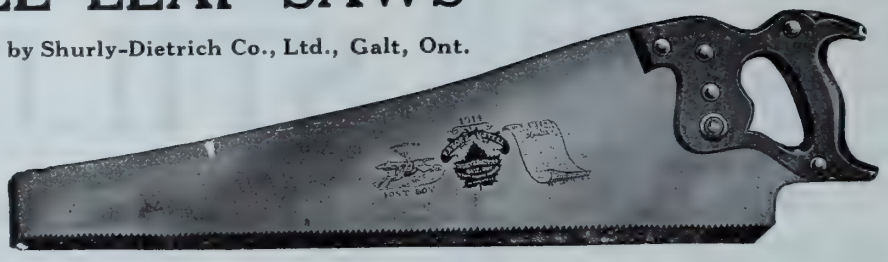
MAPLE LEAF SAWS - THE PROVEN BEST

Made by Shurly-Dietrich Co., Ltd., Galt, Ont.

The 1914 Post Boy Hand Saw



Note the handle

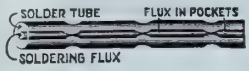
The Blade is made of the highest grade steel. Fitted with the Famous Patented Handle which is unbreakable and cannot become loose.

Recognized as the Finest Hand Saw in the World.

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
4225 Wrightwood Ave., Chicago, U.S.A.

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

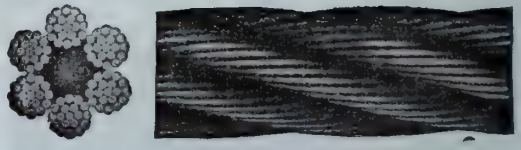
HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON
Stocks carried in Montreal. J. H. Hanson Co., Ltd., Agents.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Say You Saw It In Hardware and Metal

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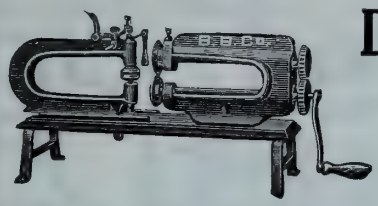

Do the Job Better and Quicker

Brown-Boggs Sheet Metal Working Tools assure you a better job because of their extreme accuracy and ability to perform the same operation with exact duplication time after time. They not only do a better and more accurate job, but do it quicker, so that money is saved in every shop where they are installed.

Write today for a catalogue and see how your shop can make more money.

The Brown Boggs Company, Limited

HAMILTON, ONTARIO

MANUFACTURERS OF
Tinsmiths' and Heavy Metal Working Machinery,
Canning and Evaporating Machinery

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Dependable Jobbers

Must be qualified with the experience, the capital, the storage space, and the judgment to select, and hold in stock, the most reliable and saleable goods for their customers. They must have facilities to fill, and ship promptly, the orders received from retail merchants. Most important of all, they must fully realize how much the wholesaler's success depends on the success of the retail merchant, and co-operate with him accordingly.

We have all these qualifications and facilities. May we serve you?

Thos. Birkett & Son Co.,

LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

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The Publisher's Page

TORONTO MARCH 25, 1922

"You missed sending me last week's copy," writes a Western Canada city hardware merchant. "How do you expect me to do my buying when I haven't the weekly current Price List? Don't miss any more like that because in these times I can't afford to buy in the dark."

So writes an old friend of ours because he was not getting HARDWARE AND METAL. We were much concerned to think that any subscriber had been treated this way and investigated at once to find why.

And then we found it.

This merchant, though highly valuing HARDWARE AND METAL, had failed to renew his yearly subscription.

Invoices had been sent to him but they never got past the boy who opened the mail. A draft had gone to him in the usual business way, but he was out of town. And he had quite forgotten when his subscription fell due.

Now, HARDWARE AND METAL is audited by the Audit Bureau of Circulation who are very strict about carrying subscribers much in arrears—so when we got no reply from this retailer we were forced to believe he had no further use for the paper, and so stopped sending it. Then he was angry with us.

When renewals are sent in promptly, all this inconvenience is saved. The subscriber continues to receive his paper and is not annoyed by missing copies he may be specially interested in—for it's always the special copy that you wanted most that got lost, isn't it.

We'll send you a regular invoice in plenty of time before your expiration. Then—

Just a cheque pinned to your letterhead—a three-cent stamp and the thing is done for another year.

No trouble, no inconvenience—everything business-like and accurate.

And your trade paper—your business newspaper—always at your elbow!

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV March 25, 1922 No. 12

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Hardware and Metal Circulation Dominates in Western Canada Because:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, Hamilton, London and Pittsburgh —and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

There are many reasons why Hardware and Metal covers Western Canada as thoroughly

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"Canada's National Hardware Weekly"

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

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Retailers Sales Tax is Now Suggested

Much Opposition at Ottawa to Extension to Retailers of Present Sales Tax—Suggestion That Wholesalers and Manufacturers Sales Tax be Merged Into Single Tax Covering Final Sale to Retailer—Proposal to Reduce Tax on Imports From 2% to 1½%

Editor's Note:—In connection with the forthcoming taxation plans of the government at Ottawa which will shortly be made known, the suggestion of a retail sales tax, being an extension to the retail trade of the present sales tax now applying to wholesalers and manufacturers, has evidently been put forward according to the political correspondent of The Financial Post in this week's issue. Developments at Ottawa in connection with this suggested tax and also with regard to a proposal that the two taxes of 1½% each on the manufacturer and wholesaler should be changed to a single tax covering the final sale to the retailers, are dealt with in detail in the following article:

OTTAWA.—Whatever amendments may be made to the Acts dealing with income and other war tax revenues, the opinion prevails at the Parliament Buildings that a retail sales tax has no earthly chance of being considered seriously and brought forward as a government measure this session. Indeed it is hardly a matter of temporary hesitation; the reasons that are held to be strong enough to prevent action for the present seem likely to weigh just as seriously for the future.

The argument that naturally carries the greatest weight around the buildings is that a retail tax, say of one cent for every one dollar purchase, is an impossibility from a political standpoint. This is a very direct form of taxation as the present tax on the manufacturer and wholesaler is not, and a close student of taxation ventured the assertion that such a tax if imposed "would render every corner store throughout the country a hot-bed of opposition to any government that dared to place it on the statute books." If this is a correct summary, such a tax proposal runs up against a veritable stone wall of sentiment among the legislators.

Hard to Collect; Might be Dodged

From a department standpoint the chief objections appear to be the difficulty of collecting it thoroughly, and the openings that would exist for violating the act. It is pointed out that the present corporation tax and the old excess business profits tax with the graded scale, applied mainly to the centres of population, and that taxing officers could be maintained at local points and supervise individual cases with comparatively little trouble or expense, while a tax applying to dealings in every retail store in the country would require a large army of men to enforce. On the other hand this argument loses some force when it is considered that the enforcement of the penalties provided would act as a fairly efficient detective even where the department officers could not visit every store, while the collection of the income tax covers an infinitely wider field and one that naturally is far more difficult to check up. And yet it is believed the proportion eligible to pay this income tax is being reached in a steadily increasing percentage of cases.

Object to Any Decreases

In the meantime proposals are being made that the two taxes of 1½ per cent. each on the manufacturer and wholesaler should be changed to a single tax covering the final sale to the retailer, that is the manufacturer if he sells direct to the retailer, or the wholesaler. In the latter case there would be no tax on the sale from the manufacturer to the wholesaler. Another proposal is to reduce the tax on imports from 2½ to 1½ per cent. To all these proposals an objection is raised that the revenue from the tax would be decreased. Mr. Crerar proposed the abolition of the sales tax entirely, but brought forward no alternative form of taxation, and—the government needs, and must have the money.

There is all the more determined attitude not to cut down in any direction this sales tax, as it is felt that for 1921 and 1922 and perhaps for some years to come, the income tax will decline considerably over what is regard as "the high water mark of 1920."

May Drop 40 p. c.

The 1921 tax will start to be paid on April 30 next, and one estimate made for Hardware and Metal was that it would not net more than 60 per cent. of the previous year's, as a result of profits being cut down, and salaries and mechanics' wages.

Revenue of Over $100,000,000

It is possible now to get a fairly correct estimate of what this revenue will be for the fiscal year ending March 31, 1922. Up to the end of February the amount collected in the eleven months, was $75,887,025, of which $1,770,538 came into the treasury in February, or about 2½ per cent. A total approaching $78,000,000 may be received.

For the corresponding 11 months of 1921 the receipts were only $32,666,940, and for the twelve months ending March 31, 1921, $46,381,824.

Business Profits About $24,000,000

The business profits tax will continue to filter in for a whole year or so, and the $20,696,676 received up to the end of February may run up to $23,500,000 or $24,000,000 by the end of March, making a total exceeding $100,000,000 for the two. This compares with a total of $40,841,401 business profits tax for the twelve months ending March 31, 1921. For the fiscal year of 1921 the total of the two taxes was $87,223,000, so that the 1922 total will run ahead at least $15,000,000. With the business profits tax not applying except for arrears and superseded by the "corporation" tax with lower returns, and the income tax certain to drop, the prospects are that the 1923 fiscal year will see the total far below that even of 1921.

No proposals, therefore, to lighten the present load, seem likely to meet with much Departmental approval.

War Stocks of Metals Still Appearing

Current Consumption of Ingot Metals Still Far Below Available Supply—Prices on Most Ingot Metals Show Considerable Declines Since Beginning of This Year—Loss for Those Who Made Commitments in January

ACCORDING to the opinion expressed to Hardware and Metal by certain prominent dealers in metals, the recent developments in the ingot markets reflect the salient feature that the volume of current consumption continues to remain far in the rear of the visible supply.

"Just when a small streak of daylight seems to be breaking ahead," stated this jobber, "the clouds of depression again darken, huge stocks of war-surplus materials being dumped on the markets at intervals by various governments."

The result is the almost chaotic conditions which exist to-day, and the realization that considerable time must elapse before conditions surrounding ingot metals in general will be removed, and the markets come "out of the woods."

Prices Sag

Quotations on copper, tin, lead, spelter, antimony and aluminum, have recently continued to sag, and it is now noticeable that the prevailing levels are much lower comparatively than the prices which existed at the commencement of the present year. This applies to both the domestic and primary markets.

The natural outcome of such a conditions is to destroy the buyer's confidence and shake the consumer's faith in future commitments. It also entails large losses for both large and small metal dealers, and the opinion was expressed that the war-profits of many such corporations is to destroy the buyer's confidence continued depression and dullness evident during recent months.

It was also pointed out as an example that in January, copper, tin, spelter and antimony, were all quoted higher than the prevailing price levels, with the result that the buyer who went into the market at that time and placed commitments for two or three months delivery, is now faced with a situation entailing a direct loss. It is apparent that the financial position of the purchaser would have remained infinitely better had less courage in this respect been displayed.

Cautious Attitude

Examples of future contracting undoubtedly tend to tone up the markets in normal times, but it was stated that when such ventures result as outlined above, it is usually reflected in the adoption of an extremely cautious attitude on the part of buyers in general, and through current orders covering immediate requirements only. Consequently, the flat appearance of the prevailing market is accounted for, and prospects for improvement in the future primarily depend upon the ultimate removal of such restrictions to both market freedom and consuming demand.

Following the easier prices noted on ingot metals in general, the view is still expressed in certain quarters that such quotations can hardly sag any further, and that the present levels represent a full measure of liquidation, and will likely form the basis of recovery in many respects. In this connection, however, it is noted that similar expressions were tabulated some time ago, with the result that metal speculators in general are continually searching for any stimulant which will give a semblance of improvement, however temporary, to the market.

Speaking of the possibilities regarding active construction work throughout the coming season, attention was drawn to the lack of commercial building upon an extensive scale, and while a large number of small erections are undoubtedly under way, in the aggregate this condition only left a minor opportunity for contracting of a volume sufficient to reflect stimulated activity in the metal industries.

SPRING GOODS MOVING

Kingston, Ont.—Local hardware dealers are this week aggressively advertising paint and the slogan "Save the Surface and You Save All," is again to the front. Another slogan used is, "A coat of paint will cover up all the worn places and make your home look bright and clean for spring."

All the merchants report quite a brisk business the past week in spring goods.

Think Their Employees Hold The Record

SEVERAL lists of long service employees among various firms have appeared recently in Hardware and Metal. In this connection the following letter and list has been received from Walter Woods, Ltd., wholesale woodenware, Hamilton, Ont.:—

Editor, Hardware and Metal,
Toronto.

We have been very much interested in several lists of "old employees" which have appeared in Hardware and Metal during the past year, especially one on Dec. 17 and one in February last.

We have always thought that our employees held the record for long service in the wholesale trade and are submitting a list of their names and length of service. Every one on the list is at present and has been actively engaged in our business for time mentioned.

If any other firm in the wholesale trade can beat our record we would be pleased to hear from them.

(Signed) WALTER WOODS, LTD., Hamilton.

	Employed	Years of Service
1. Wm. Woods	1871	51
2. A. Lake	1872	50
3. N. McAdam	1873	49
4. W. J. Jackson	1878	44
5. T. F. Cummings	1882	40
6. E. Norton	1885	37
7. E. F. Clarke	1890	32
8. J. A. Pottruff	1895	27
9. W. F. McBeath	1897	25
10. W. Inglis	1898	24
11. W. A. Pottruff	1899	23
12. Fred Walker	1900	22
13. J. M. Aldritt	1900	22
14. W. E. Horn	1901	21
15. R. Pottruff	1902	20
16. J. A. Durrand	1902	20
17. H. Cunningham	1902	20
18. A. W. Hampson	1904	18
19. J. A. Williams	1904	18
20. J. H. Pickett	1905	17
21. C. G. Evans	1905	17
22. J. H. Quinn	1905	17
23. L. McNeany	1906	16
24. R. Durrand	1906	16
25. J. Petfield	1907	15

Average length of service over 26 years.

Group Selling of House Cleaning Needs

Official Spring Opening Brings Heavier Trade for Usual Housecleaning Requirements—Wholesalers Report Activity—Group-selling Brings Good Results, Including Electrical Labor-Saving Devices—Paint Will be Next Active Line

THE official opening of Spring this week brings the commencement of a more active period in the hardware store. After the quiet winter months, the latter part of March ushers in the season of early Spring business, marked by a more active movement of house-cleaning requirements. This line of merchandise, which the housewife requires almost annually, is confined for the most part to the hardware store. There are mops, pails, brushes, polishes, polishing mops, carpet sweepers, carpet beaters, clothes lines, brooms, paint, varnishes, stains, wax, etc., etc., all of which are to be found in hardware stores.

"It takes very little of such weather as we have enjoyed during the past week, to bring about a buying movement in seasonable lines," said one large wholesaler to Hardware and Metal. "While still a little early to expect the opening of Spring, it reminds us that the more active season for the trade is fast approaching, and in a few weeks we will be in the midst of Spring in earnest."

Lines such as outlined above were stated to be best sellers, each and every order having more or less of these goods included. "From every appearance, we will have a repetition of last year's buying methods, orders generally are for small quantities which will likely be followed by repeats throughout the season," he continued. An instance of this was pointed out, where polishing mops were laid out in quarter and half dozen lots. These same customers buying in one and two dozen lots in former years.

Retailers in Line

Retailers, too, have already realized what the present month brings about. Although there is still some ice and snow in some districts, store windows announce the approach of warmer weather, these being now dressed featuring spring household goods. Speaking with a hardware merchant in one of the outlying sections of the city, he stated that actual purchases of these lines were not yet very numerous, but interest on the part of women passers-by was manifest in the manner in which a number would hesitate in front of the store, and comment if accompanied by another person. Getting the housewife interested at this season usually brings good results all through the following months, according to this dealer. The first purchase is likely to be some article now on display, which had come to her notice when passing, but this would only be the commencement. There would be the painting and renovating period for her, which usually lasted until the warmer weather of the summer months.

Group Selling

The window was featured by price tickets on broom handles, in front of a group of articles, or in a pail containing scrub brush, bottle of polish, etc. Cards read as follows: This group $1——; pail, mop and brush, $——; Polishing mop and polish, $——; Clothes basket, 3 dozen pins and line, $——. The woman buyer usually required more than an individual article in these goods when commencing her housecleaning and by offering suggestions, through grouping in this way, sales of an article were very often made where otherwise some item might be overlooked. When asked if any reduction was made in the total price quoted, he said that in some cases there was a "knocking-off" of a few cents, but the idea was not a sale, and the slight reduction was only offered to encourage quantity buying. Each individual article was clearly marked showing the price, and the purchaser could see the advantage herself. In this way the advantage worked both ways, the store benefiting by the number of articles sold, and at the same time it was not a price-cutting idea.

Electrical Lines Featured

This merchant also makes a practice of featuring a number of electrical lines in connection with house-cleaning, particularly from the standpoint of labor saving. Vacuum cleaners, electric washers, etc., will help greatly to lighten the burden of spring cleaning and may be grouped with other seasonable lines at this time.

The first paint window of the spring season will be dressed this week, as a

Continued on page 31

Grouping various lines of housecleaning necessities is an effective way to stimulate business. Note how a number of necessary lines for spring cleaning are arranged herewith including mop wringers, pails, galvanized cans, carpet sweepers, washing machines, etc.

Collection of Interest on Overdue Accounts Insecured by Trade Form

Editor, Hardware and Metal:

I am getting out a new counter check book and wish to ask whether, if printed on this that interest will be charged on overdue accounts it would be legal without any signature of the purchaser to that effect.

Judges here take the stand that interest cannot be charged on open accounts even though it be past due, unless it is covered by an agreement to that effect or by note or by judgment. Kindly give me this information.

(Signed) J. W. Richardson,
North Bay, Ont.

THE LEGAL rate of interest is 5 per cent. where no other amount is mentioned in the undertaking. A maximum of 1 per cent. a month or 12 per cent. a year is allowed by law to be stated. It is necessary that the rate of interest on overdue accounts be agreed to in writing by the debtor in some way. This appears to be the law as it applies to the province of Ontario. However, each province and state has its own mercantile laws so that it would be necessary to obtain legal opinion on these.

It would therefore appear that merely placing the words "interest at 7 per cent. per annum charged on overdue accounts," on statement form does not give the seller proper legal protection in the matter, though it is the accepted business policy to do so. It would be necessary that this should appear on a contract or some such signed document.

The following advice on this point is from a legal authority on the subject:

"In cases where collection is made without suit, the laws of Canada do not allow for recovery from debtor, of the charges sustained by you.

"Where suit is undertaken, the party defending, should the action prove successful, is bound by law to pay whatever expense the court has been put to. In certain cases, the doctor is also bound to pay some of plaintiff's attorneys fees, but never commission on the amount recovered for the plaintiff. In the Division Courts of Ontario, debtors pay actual court costs, but you are held liable for commission and attorneys' fee for conducting the action. The latter varies anywhere from $3.50 to a full 10 per cent of the amount involved.

Must be Undertaking by Debtor

"With reference to interest, the legal rate of 5 per cent applies automatically to any note, acceptance or judgment. You are quite within your rights in asking for 7 per cent. on overdue accounts, but you cannot enforce payment of same, not even 5 per cent. unless the other party signifies his willingness to the arrangement—in other words there must be an undertaking on the part of the debtor, to pay interest before you can enforce the same."

A recent ruling on this subject given in Saskatchewan is as follows:

The rule in allowing interest is founded either on the ground of (1) a contract expressed or implied to pay interest, or (2) as damages for the improper withholding of money or for the breach of some contract or violation of some duty, or (3) where it is given under the provisions of some statute.

Chapter 39 of the Statutes of Saskatchewan, being King's Bench Act, is the statute which deals with interest in Saskatchewan, and in section 28 it provides that interest shall be payable in all cases in which it is now payable by law or in which it has been usual for a jury to allow it Subsections 1 and 2 of section 29, however, are the sections which we would be particularly interested in, as subsection 1 provides that upon the trial of an issue or upon an assessment of damages, upon a debt or sum certain, payable by virtue of a written instrument at a time certain, interest may be allowed from the time when the debt or sum became payable; while subsection 2 provides "if such debt or sum is payable otherwise than by virtue of a written instrument at a time certain, interest may be allowed from the time when a demand of payment was made in writing, informing the debtor that interest would be claimed from the date of the demand."

Some Cases in Point

In Hart vs. Greer, 9 W.W.R. p. 709, the district court judge held that the printed words on an account, "interest at 10 per cent chargeable after thirty days," together with verbal references to these words and notification that interest is being charged, constitute a demand in writing sufficient to support a claim for interest after the expiration of the thirty days.

In the Last West Lumber Company vs. Haddad, 9 W.W.R. p. 578, the Supreme Court en blanc of Saskatchewan held that in all cases where, in the opinion of the court, payment of a just debt has been improperly withheld, and it seems to be fair and equitable that the party in default should make compensation by payment of interest, it is incumbent upon the court to allow interest for such time and at such rate as the court may think right.

In Marshall Wells vs. Eaton & Gordon, 8 W.W.R. p. 789, the district court judge of the Calgary Judicial District stated in his judgment as follows:

"It has also been held that a general intimation on a tradesman's statement of account, that interest will be charged after a certain period of credit, is not a sufficient notice of demand of interest within s. 28 of 3 and 4, William IV., ch. 42, in re Edwards, Williams vs. Trench, 61 L.J., ch. 22. This decision still stands as an authority on this particular point, but in so far as it decided that an agreement to pay interest would not be implied by the courts (in respect of moneys due on an account for goods sold and delivered) from the past dealings of the parties, it has been overruled by the Court of Appeal, in re Anglesey, Wilmot vs. Gardner (1901), 2 ch. 548, 70 L.J., ch. 810, which lays down the same principle as that contained in Higgins vs. Sargeant and Nichol vs. Thompson, that an agreement to pay interest may be reasonably inferred from the previous dealings of the parties, and that in such cases it is recoverable."

In that case he decided that in the absence of some special usage of trade or of some stipulation expressed or implied, a trader is not entitled to interest on the price of goods sold and delivered. An agreement to pay interest, however, may be reasonably inferred from the previous dealings of the parties, coupled with a printed notification of intention to charge interest on the vendor's statement of account.

In the case, Marschall Wells vs. Eaton & Gordon, the plaintiffs had printed in heavy type on their statements the words, "Interest at 8 per cent. charged on all overdue accounts," and the judge found as a fact that the defendants were in the habit of making payments from time to time on account of their indebtedness, and that, although they were aware that interest was being charged to them, they evidently did not wish to force the issue of their liability or non-

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Tee Intersecting a Scalene Taper

Patterns drawn for Hardware and Metal by O. W. KOTHE, Principal St. Louis Technical Institute, St. Louis, Missouri

IN this problem we have a peculiar fitting, by developing the parabola lines in plan in relation to the way the lines from the tee of elevation cross the radial lines, it is possible to say, a third view known as a diagonal face view.

So we first draw the side elevation, making the bottom and the top bases to the desired sizes then extend the side lines to the apex X.

Next describe the plan showing the large circle for base and divide in equal spaces. From points 1-2-3-4, also 2′-3′ draw lines to the apex X′. Observe we draw to this point since the elevation is straight on the back and the apex X would be in this point in plan.

From points 1-2-3-4 of plan, erect lines to the base of elevation, and from here extend them to the apex X. Now notice elevation line X-I corresponds with X′-1, and that elevation X-2 corresponds with plan line X′-2. In the same way elevation lines X-3 and X-4 correspond with plan line X′-3 and X″-4.

Now by drawing the center line of tee of elevation and describing the section M equal to the diameter of A-B, or whatever measurements are called for, and dividing this section in equal spaces, we project them parallel with center line to elevation.

Observe where these branch lines cross the elevation radial lines we must develop parabola lines in plan, so from elevation as in points a-b-c-d-e-f-g, we drop lines into plan vertically, X′-1 in points a-b-c-d-e-f, etc.

Next from points h.i.j.k.l.m. of elevation drop points vertically to lines X′-2 and X″-2′ in plan as shown. In the same way drop lines from the points o-p-q-r-s-t-u from elevation onto lines X′-3 and X′-3′.

This is also repeated with the points v-w-x-y-z etc. which are dropped on the plan line X′-4.

Now through these intersections thus made on these plan lines draw the parabola lines as shown. After this draw the axis line for tee in plan and reproduce section M as N with all its points and square lines into plan, thereby crossing parabola lines of similar number.

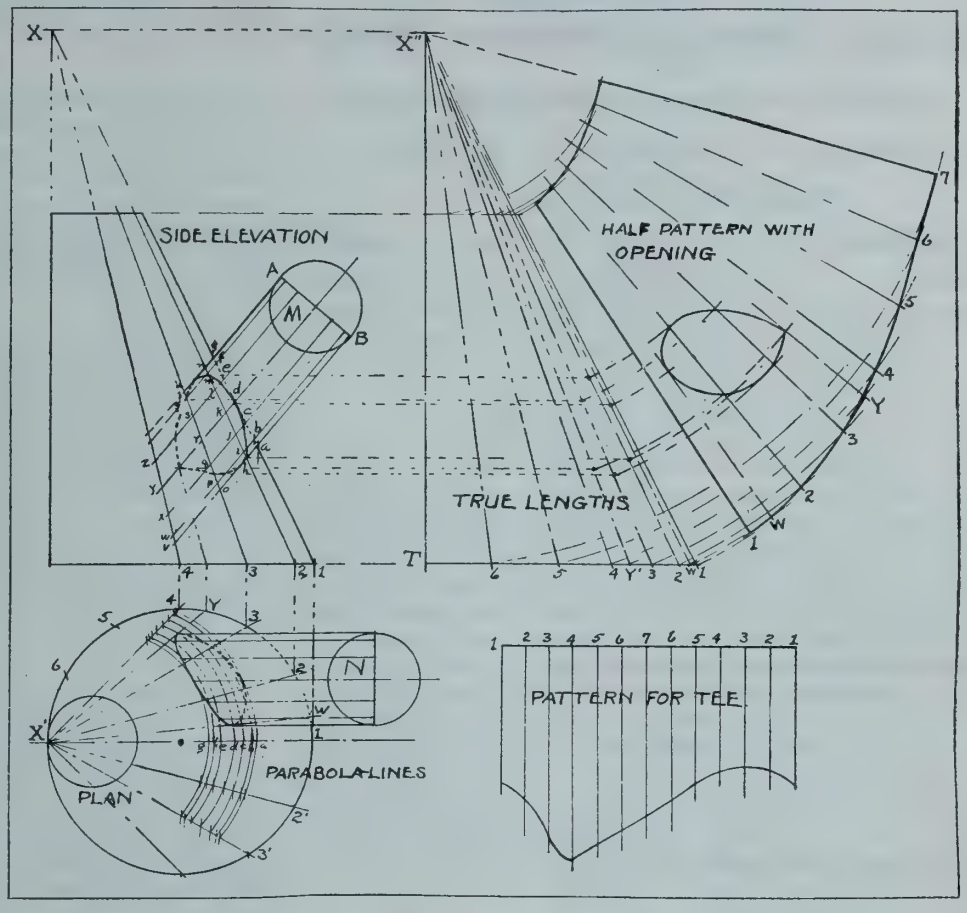
This permits drawing the miter line in plan and gives the points of penetration between the tee and the cone in plan.

By erecting lines from these points into elevation, branch lines, we thereby establish the intersections for that miter line as shown. From here on the pattern for tee can be developed much the same as all other tee patterns, by picking the lines from elevation or from A-B to those points in miter line and setting them off into stretchout as shown. This gives the miter line as the tee must fit on the cone.

But to lay out the body for cone we must develop the true lengths and for this we draw vertical line as X″-T-1. From plan we pick the plan lines as X′-1, X′-2, etc. to X″-6 and set them as T-1-2-3-4, etc.

Where the throat and heel of miter line in plan take place, we draw tangent lines from X′ to the extreme points as Y and W and these are also set in the true lengths. Then by using X″ as center we describe the arcs in their successive radius as shown.

By picking the girth spaces from plan as 1-2-3-4, etc., we start with arc 1 and walk from one arc to the other as 1-2-3-4, etc. When the base line is traced the points W and Y are set in and the radial lines are drawn to X″. After this the opening can be described in place as shown, as well as the upper base developed.



The Intersecting Scalene Taper

HOUSE CLEANING NEEDS

(Continued from page 29)

close "follow-up" to the display of spring cleaning necessities. From past experiences it has been found by this merchant that paint and varnish sales, for inside use, commence directly after the annual house-cleaning is started. In this window floor paints, flat wall paint, and varnish stains will be featured, also wax and other polishes, because too much display cannot be given these lines in the following weeks. They are now included in the other window trim, but can be termed paint products, and will fit in well in a paint display. In featuring paint at this season, and the immediate weeks following, it was the woman custom that would be catered to, outside painting, entailing trade from the opposite sex, being taken care of at a little later date.

GLASS PLANT TO BE EXTENDED

The Pilkington Brothers glass works at Thorold, Ont., have been closed down temporarily in order to allow the rebuilding of furnaces and making extensions to the plant.

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Want More Protection

THE LINSEED crushers of the United States are in somewhat of a dilemma at present due to rapidly changing conditions in this industry. A short time ago an emergency tariff was placed by that country against importations of flax-seed, but it is noteworthy that this tariff has not affected importations of Canadian flax-seed to much extent. The present situation is that while the U.S. trade was supposed to be protected by this emergency tariff of thirty cents a bushel on flax-seed, the tariff on linseed oil was left at ten cents a gallon and recently there has been a big increase in the importations into that country of linseed oil from Europe. The industry which was expected to thrive under its emergency tariff legislation is therefore faced with the necessity of closing down several of its plants until further tariff protection is given. The outlook for Indian crop flax-seed is said to be good and will likely offer stiff competition for Argentine flax-seed in the world's markets this season.

Need Broader Vision

THE PENDING legislation in Quebec Province having for its object the elimination of trucks from rural roads which represent a load of more than 5,000 pounds seems rather restrictive and a somewhat narrow policy in these days when much of the future prosperity is expected to be the outcome of facilitated transportation and development of such channels of commerce as motor truck transport. The automobile is fast developing into a commercial necessity from a transportation standpoint, likewise the motor truck for the conveyance of merchandise. The latter is somewhat limited compared with trains and electric lines though in the time of the railway strike in the United States the motor truck was used in place of trains and stood the strain admirably. The trend is toward the wider use of motor trucks and automobiles and the necessity is for substantial roads which will withstand the traffic which the future will bring. Three ton trucks are common among business houses to-day, whether retail, wholesale or manufacturers. For hardware purposes nothing less than a three-ton truck is of much use for distance hauling. Therefore, if such legislation as is pending in Quebec, eliminating loads over 5,000 pounds on rural roads, is to be taken as a precedent, it is legislation which is far from being in keeping with the progress of the times. Money expended by our governments on roads is probably one of the best investments which can be made in the interests of succeeding generations, but sturdy, durable construction is needed which will be able to withstand reasonable traffic strain. It should be borne in mind that a road which will not stand a load of over two and one-half tons will not long stand the traffic of ordinary passenger automobiles many of which when loaded will weigh very close to that figure.

MOTOR TRUCK manufacturers after studying the question have agreed that the three-ton truck is admirably suited for certain requirements in the transportation of merchandise and this type of truck has become more or less standardized, particularly in connection with the hardware and similar trades. It would therefore be a severe handicap to business in many sections of the country were such restrictive legislation to be put into effect where higher standards of road construction are the real need.

* * * *

THE PAST week has seen further improvement in the iron and steel trade from the standpoints of business and operation. Prices also are stronger though the 1.50c basis on plates, structural shapes and bars for which more large U. S. producers are holding is not established thus far by important transactions. March tonnage is well in advance of February which was the best month in over a year. Production of U.S. producers is now working toward the 70 per cent. mark.

* * * *

PLANS ARE under way for the organization of local Clean Up, Paint Up Campaigns in Toronto, Winnipeg and other Canadian cities, this spring. Co-ordinating the efforts of merchants in various lines with that of property owners, city officials and others is a splendid way to put across such campaigns, and the hardware merchant stands to gain considerably thereby. Some who have planned such campaigns have been bothered on several occasions by bad weather during the week set aside for the campaign but the stand should be taken that such campaigns are to influence public opinion along certain lines and to start a movement which is much more comprehensive than anything confined to any one week.

* * * *

THE ANNUAL report of the U. S. Steel Corporation, leading iron and steel producer in the U. S., shows a decrease in earnings for 1921 of eighty-four million dollars while the output of all raw, semi-finished and finished products showed marked shrinkage. Production of iron ore mined decreased 59.2 per cent., manufacture of coke declined 39.4 per cent. and rolled and other finished steel products were reduced 44.8 per cent. Since the beginning of 1922, Judge Gary pointed out, new orders received have been equal to about one-half the total capacity of the plants of the company.

* * * *

CHAIN STORE stocks have been having a rapid advance on the stock exchanges recently, Woolworth stocks reaching, within the past few days, a record price. Both this firm and Kresge are said to be handling record business and increased cash or stock dividends are said to be in prospect. Woolworth business so far in March is said to be well ahead of last year. This situation indicates that while some retailers are sitting back complaining of the lack of business, those who are going after business aggressively are getting plenty of trade. Many retailers might well take a leaf from the notebook of such stores as those mentioned in connection with their methods of attracting customers and effectively displaying their merchandise.

* * * *

THOSE IN touch with the coal situation in Canada have little fear of the coal strike which is now scheduled to take effect on April 1, and the reasons advanced would seem to be adequate providing the strike is not too prolonged. Many industries have foreseen the strike and have piled up huge reserves of soft coal, and it is the opinion that a number of independent coal operators will continue to operate in the U. S. mines. The shutting down of the coal mines in Western Canada will have little effect on eastern industries, this output being largely taken up by the railways who have now passed the months of the heaviest coal consumption and who have considerable reserves on hand. Certain fuel companies are of the opinion that when the matter is finally cleared up there will have been little hardship from curtailment of soft coal supplies for industries, railways, etc., and that hard coal prices will then be lower.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Unseasonable Weather Affecting Coast Trade

Settlements Continuing to be Made on Last Year's Okanagan Fruit Trade Helps Credit Conditions—Building and House-furnishings Exhibition

VANCOUVER, B. C.—Interest in local hardware trade this week is centered around the Building and House Furnishing Exhibition which is being held under the auspices of the General Contractors' and Master Builders' Association which is affiliated with the Manufacturers' Association of B. C. 3,000 people visited the show the first session. This display which is said to be the most elaborate and comprehensive of any held on the coast, continued until March 25 when the final drawing for a $5,000 bungalow took place.

While the building trade is taking a leading part in the exhibition, wholesale hardware distributing houses are also showing their wares in a very attractive way—particularly those goods going into the proper fitting up of the home. For instance there are fine displays of builders' hardware which give the prospective home builder an opportunity of gaining ideas which otherwise would have taken him many hours of investigating.

The McClary Manufacturing Co. shows a line of stoves, ranges and furnaces, also electrical ranges, under the supervision of the B. C. manager, Jas. Galloway. The Vancouver Stove and Heating Co., is demonstrating its line of pipeless furnaces which are more or less a new thing on the coast.

Among the other exhibitors are the Gurney Foundry Co., Vancouver Gas Co., Westinghouse Co., Taylor, Forbes & Co. Ltd., J. A. Flett & Co., William Ralph, Ltd., Crane Ltd., and Clare Bros. & Co. Ltd. in addition to several large plumbing firms.

Wholesalers appear to be a little more optimistic as to trade conditions this week although the continued backward weather (it is fully three weeks behind last year), is unquestionably holding back trade. During the latter part of February collections were coming in fairly well and this condition is unchanged although some of the houses still report much difficulty in inducing the retail trade to settle. More settlements are being made on last year's fruit crop in the Okanagan with the result that part of this money is finding its way to the coast. Trade is said to be gradually improving although not nearly as fast as some of the leaders would like. The weather is given the blame.

Prices during the last fortnight have been inclined to weaken. Nails have been eased off to the extent of 30 cents a keg which brings the base cost to the retailer $5.10. Other lines, including tools are off from five to fifteen per cent.

Winnipeg Organizes Clean-Up Campaign

Hardware and Paint Interests Represented at Gathering to Organize Local Campaign—Merchants' Co-operation Asked

WINNIPEG.—A meeting to organize for the "Clean up and Piant-up" campaign was held in the Board of Trade building under the auspices of the Board of Trade. There was a good gathering, including representatives from all important organizations in the city, architects, builders, colleges and merchants. Mayor Edward Parnell and W. F. Tallman, street commissioner, were among the number present. C. H. S. Bamford, secretary J. H. Ashdown Hardware Co., acted as chairman of the meeting and W. E. Milner, secretary. Mayor Parnell impressed the necessity of hearty co-operating in a general clean-up of the city, with the object of its beautification and improvement. J. L. Paul explained a suggested plan for the campaign and mentioned some of the objects. It was decided to go ahead and a proposal was made that the activities be divided under various committees, finance, publicity, survey, women's affairs, health and sanitation and a municipal committee.

The work of the survey committee would be carried on largely by Boy Scouts and children and to create an interest among the rising generation, the committee will offer prizes for the best reports furnished. The municipal committee will have special charge of the street service and a further committee will be formed to secure support of real estate men and merchants. The campaign committee will also take up the question of city planning, sanitation in milk and dairy products, extermination of weeds and will also ask the city to provide receptacles for waste and rubbish.

Retail merchants will be asked to co-operate with window displays and in the supplying of all materials necessary for generally cleaning up the city. An interim committee was appointed to go fully into the question, formulate plans for the campaign and report to a further meeting to be held probably next week. The committee consists of W. F. Tallman, J. L. Paul, Mrs. Roxborough, of the Horticultural society, Alex MacIntosh, of the Boy Scouts, and Mr. Waller, representing the community clubs. Col. W. J. Simpson was appointed secretary. Mayor Parnell is honorary chairman of the campaign.

WESTERN CANADA NOTES

Prince Albert, Sask.—McCall Bros., wholesale oils, Toronto, have opened a branch here.

Senior officials of the Canadian Oil Companies, Limited, were in Winnipeg from Toronto attending a week's conference of western managers. Among the officials who came from headquarters were F. H. Littlefield, vice-president; H. F. Hoecker, secretary, and A. C. Morris manager of the lubricating department.

Seth Marshall of Marshall Wells and Co., Duluth, is here this week in connection with the purchase of the stock of Wood, Vallance & Leggat, Ltd. He has great faith in the future of Vancouver and it is said will extend the operations of his firm on the coast as business develops.

I. Taylor, of Taylor & Drury, Ltd., White Horse, Y. T., hardware dealers and general outfitters, is in Vancouver on his way home from a trip to the Old Country. He has been spending a few days here making the rounds of the hardware firms, buying for the year. He predicts a big boom in the Mayo district this year.

L. McGillivray, a manufacturer of oil gauges, of London, Ontario, on a business trip to the coast, says that he notes a much more optimistic feeling through the west.

Joseph Rodway, for many years proprietor of a sheet metal firm in Grandview, Vancouver, died this week at the age of 68. He had been a resident of Vancouver for thirty years.

Events in the Trade

TRANSFERRED TO ANOTHER STORE

Ottawa.—Fred Bonenfant, for 23 years on the staff of Cuzner Hardware Co., (Queen St. store,) and 8 years as manager, has been transferred to the Sussex St. store of this company in the same capacity.

PERSONAL

W. W. Sanderson, general sales manager of the Carborundum Company, Niagara Falls, N. Y., announce the appointment of Harry Fowler as district sales manager of the Cincinnati territory of The Carborundum Company to succeed Charles R. Cox.

JOINS THE BENEDICTS

Kingston, Ont.—Congratulations are being showered on Douglas Marshall Chown, of the firm of Edwin Chown & Company, hardware merchants, on the occasion of his marriage to Mary Christine Macphail, of this city.

OBITUARY

The death is announced of Colonel William C. Skinner at Hartford, Conn., who for many years was president of the Colt's Patent Fire Arms Mfg., Co., and twice chairman of the board of directors of that company. Col. Skinner suffered a nervous breakdown some months ago and went on a three weeks' trip to Havana, Panama and other points and had returned about a month prior to his death.

DEATH OF FOUNDER OF FIRST WIRE NAIL PLANT IN CANADA

Fred E. Marvin, St. John, N.B., whose death was briefly referred to in last week's issue of Hardware and Metal, was one of the pioneers in the wire nail business in America and helped to establish the first wire nail factory in Canada, which was opened in St. John, 34 years ago.

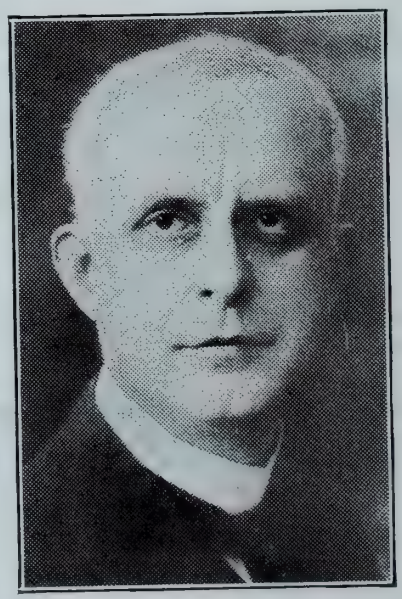
Mr. Marvin was born at Keysville, New York, in 1849. When a young man he moved to Chicago and entered the employ of the Northwestern Nail Co., learning the business from the ground up. In the year 1883 he went to St. John and with the late James Pendor started the first wire nail plant in the Dominion.

In the year 1895, he and Eben Perkins formed the Maritime Nail Co., and had been a director of that company from its formation. For seventeen years he was general manager of this concern. In 1912 he formed the Canada Nail & Wire Co., and established his plant on the West Side. Of this company he was president and general manager ever since its inception.

M. D. DESCHAMPS RECEIVES NEW APPOINTMENT

M. D. Deschamps has been appointed assistant sales-manager of Lewis Bros., Ltd., Montreal, in which capacity he will have supervision over the trade in the province of Quebec.

Mr. Deschamps' connection with this firm extends over a number of years, he being in charge of the heavy goods department seventeen years ago. He severed his connection at this time, however, to enter business for himself, and conducted a retail store on Mount Royal Ave. Five years ago he rejoined the firm as a travelling salesman, covering the Beauce district in the province, and it is from this position that he now receives his promotion. Mr. Deschamps is a past president of the Montreal Retail Hardware Dealers.



M. D. DESCHAMPS

Past president of the Montreal Retail Hardware Dealers Association, who has rejoined Lewis Bros., Ltd., Montreal, as assistant sales manager

THIEVES BREAK INTO STORE

London, Ont.—Thieves broke into the hardware store of William Gurd & Co., and stole several revolvers, some ammunition, and half a dozen razors, etc. The robbers gained entry to the store by removing the iron bars from a rear window.

FRANK E. ANSELL JOINS McDERMID BROS. LTD.

Frank Ansell who for the past 20 years has been connected with The Metallic Roofing Co. Ltd., Toronto, has resigned to accept a new position with McDermid Bros. Ltd., jobbers of roofers and tinsmiths supplies.

Mr. Ansell will give particular attention to the sheet metal end of the business.

The addition of Mr. Ansell who is taking a financial interest in McDermid Bros., marks another step forward in the development of this firm.

ALGOMA STEEL PLANT ON 60 PER CENT. PRODUCTION

W. G. Franz, president of the Algoma Steel Corporation, states that the company's plant is operating at about 60 per cent. of capacity, and while no important business is immediately in sight, Mr. Franz is hopeful of a gradual improvement throughout the year. If the railways experience any better business, he looks for a large volume of orders for railway equipment. There would be no rush of business in 1922, he declared, and not before the fall, at least, would there be any conspicuous development.

ONTARIO CORPORATIONS

Aluminum Specialty Co., Ltd., head office, Toronto, capital $100,000 to manufacture and deal as wholesalers and retailers in aluminum, metal and manufactured products.

Bison Chemical Co., of Canada Ltd., head office Bridgeburg, capital $10,000 to manufacture cleaning compounds, polish, soaps, etc.

Duffy Hardware Co., Ltd., head office Toronto, capital $100,000 to carry on wholesale and retail hardware, plumbing and furnace business.

Jem Rubber Co., Ltd., head office Toronto, capital $500,000 to manufacture and deal in all classes of manufactured rubber or gutta percha goods.

DETROIT HARDWARE FIRM LIKELY OPENING RETAIL STORE IN TORONTO

A new building of comparatively large dimensions is being constructed on the south side of Danforth avenue near Broadview Avenue, to be occupied about the first of May by a "first-class hardware store carrying sporting goods, builders' hardware, cutlery, etc.," according to the announcement appearing on the temporary construction around the building. Retail hardware merchants in the vicinity have been much interested in this development as the store will be one of the largest of its kind in the district and so far no public announcement has been made as to the firm which is to occupy it. Hardware and Metal understands that Couzens & Co., hardware merchants of Detroit, Mich., will occupy this building and carry on a retail hardware business. For some time rumors have been going the rounds that an "American" firm was interested in the new store.

HARDWARE MAN SAYS WEST IS MORE OPTIMISTIC

G. N. O'Byrne, managing director, Merchants Hardware Specialities, Calgary, was a recent visitor at Toronto office of Hardware and Metal. Mr. O'Byrne has spent the last three or four weeks calling on various manufacturers in Eastern Canada. Among the new agencies recently taken on by this company in Western Canada is that of the Western Cartridge Company of Alton, Ill.

These officials of H. S. Howland, Sons and Company, Toronto, are as follows: Centre, Peleg Howland, President; upper left, D. H. Foster, Warehouse Manager; lower left, C. E. Screaton, Sales Manager; upper right, T. B. Williamson, in charge of the purchasing department; lower right, W. H. Lamont, Secretary and Financial Manager.

IN ADVANCING *to the Board of Directors four of the officials who have been with the company for a number of years, H. S. Howland, Sons and Company have given direct incentive to the example of loyalty and service. The firm of which Peleg Howland is the head is prominent among Toronto wholesale hardware institutions. Mr. Howland is also President of the Imperial Bank of Canada. The four new directors referred to above are as follows: W. H. Lamont, T. B. Williamson, D. H. Foster and C. E. Screaton.*

W. H. Lamont entered the service of the company some nineteen years ago in a financial capacity, and is now secretary and financial manager. He has directed the financial affairs of the firm for a number of years.

T. B. Williamson is in charge of the purchasing department, a position in which he has become widely known throughout the trade. Mr. Williamson is a past president of the Canadian Wholesale Hardware Association. His entry into the firm of H. S. Howland, Sons and Company dates back some twenty-five years, when he became Toronto travelling sales representative. He succeeded to the purchasing department in 1912.

D. H. Foster, who is warehouse manager, also has a long service record of twenty-four years. He originally commenced in the warehouse, but graduated to the sales department. After a period of some ten years travelling experience, Mr. Foster was appointed to his present official position.

Sales Manager C. E. Screaton came to the firm almost ten years ago, and has continuously directed the interests of the sales department since that date.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

MacLean Publishing Co., Ltd.,
Toronto, Ont.

I have received the Jan. 14th issue of Hardware and Metal, for which I wish to thank you. In this issue you have a very good information on the Province of Quebec, which is very instructive. I would suggest that reports on the other Provinces of our Canada, appear in your issues. (merely a suggestion).

A. A. Leteller, Kingan Hardware Co.,
Peterboro.

WESTERN MERCHANT SAYS SALES TAX A BURDEN

Re Tax Legislation. We have the same opinion re the collection of the "Sales Tax" as we had on the "Luxury Tax" and that is that it should be collected from the manufacturer or source of supply. This tax would then be collected at lesser cost, and distributed more equitably.

We find the present method makes it difficult to absorb and as a result, a decided burden to us.

With regard to merchandise which carries a set retail price, these resale prices should be revised to take care of tax.

Wishing "Hardware and Metal" every success in its fight for the interest of the retailer.

Falconers, Ltd., Winnipeg.

WHY "MADE IN JAPAN?"

Editor, Hardware and Metal,
Toronto.

I was greatly interested in an article in a recent issue of Hardware and Metal regarding the U.F.O. Mr. McGregor, of Oakville, in his letter referred to the inconsistency of the farmers in urging that we keep Canadian factories busy, but at the same time a branch of one of their organizations has bought binder twine from Ireland. From my observations inconsistency is not confined entirely to the farmers

I have been attending the hardware convention of the Ontario Retail Hardware Association for many years. At the big banquet which has been put on at these affairs, it has been customary for some of the manufacturers to place souvenirs of various kinds on the banquet table for the visiting hardware men. As a rule these are souvenirs turned out in the plants of the various manufacturers. At the banquet held in Hamilton last month there were several of these souvenirs. One, an ash tray produced at the plant of an Eastern Ontario manufacturer. Another was a menu on a steel hinge nicely finished and supplied by a Hamilton manufacturer. The third was a novelty in the form of minature fowl including ducks, roosters, chickens, etc., handsomely painted and decorated and mounted on a small bellows which when pressed together made a squeaky noise and attracted attention. This novelty, which at first created considerable amusement was supplied with the compliments of a Western Ontario manufacturer which devotes a great deal of literature, etc. to boosting "Made-in-Canada" goods. The novelties created considerable amusement and humorous comment until a number of those present in examining the souvenirs looked at the bottom side of it and noticed the following in large letters, **"Made in Japan."**

What is the answer?

Retail Hardware Merchant.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

COTTON BAGS

James Cowan & Company, London, Ont.—

With reference to your recent inquiry as to the manufacturers of cotton bags. We regret that the name of the Woods Manufacturing Company, of Winnipeg, Man., was omitted, in error, from the list of firms supplied you on that occasion.

WIRE FRAMES FOR ELECTRIC LAMP SHADES

The Iroquois Falls Merchandising Co., of Iroquois Falls, Ont.—Please advise us where we can purchase wire frames for making electric lamp shades.

Answer.—We would refer you to Messrs. Edward Craven Wire Goods, 35 Church Street, Toronto, Ontario.

PORTABLE CHEMICAL FIRE ENGINES

Frank Dafoe, box 210, Madoc, Ont.—Will you please advise where we may procure a portable chemical fire engine or extinguisher?

Answer.—We are placing your enquiry before the American La France Fire Engine Company, of Toronto.

ELECTRIC INCUBATORS

Messrs. C. B. Brown & Company, Aylmer, Ontario—Kindly give us the name of a Canadian manufacturer of Electric Incubators.

Answer—The Model Incubator Company, 196 River Street, Toronto.

SAW FRAMES

Messrs. Spadoni Bros., Box 89, White River, Ont.—Please let us know where we can obtain Saw Frames.

Answer—In connection with manufacturers of Saw Frames, we would refer you to the following firms: Gibson Manufacturing Co., Guelph, Ont., Goold, Shapley and Muir Co., Brantford, Ont.

PRAIRIE STATE INCUBATOR

Wallace Anderson, Simcoe, Ont.—Could you tell me where the Prairie State Incubator is made, and the address of the firm?

Answer—Our information is that this is made by Prairie State Incubator Company, Homer City, Pa.

WHY NOT A COAL OIL CLUB IN YOUR TOWN?

Many merchants have often asked what advantages have accrued from a coal oil club as conducted by a hardware merchant, and enquired for details concerning the formation of such an organization.

In next week's issue of Hardware and Metal, Francis McIntyre, hardware merchant at Whitby, Ont., will tell how he has successfully formed a Coal Oil Club, how it is conducted, how he is protected from loss, what effect it has in stimulating trade in coal oil and how its advantage can be broadened out to include other hardware items.

You will be interested in this article in the April 1 issue.

"LEADER" COOKING STOVE

R. Chestnut & Sons, Limited, Fredericton, N. B.—Kindly advise us the manufacturers of the "Leader" Cooking Stove.

Answer—Our information is that this is made by the Thos. Davidson Manufacturing Company, Montreal. Their "Leader" Cooking Stove is listed under the trade name of "Premier Leader."

MAPLE LEAF MFG. CO.

G. M. Fischer, Preston, Ont.—Kindly let me know if the Maple Leaf Mfg. Co., of Toronto, is still doing business.

Answer—The location of the Maple Leaf Mfg. Co. is listed as Lachine, Que. They also have a branch office at Montreal.

SNOW SHOE MANUFACTURERS

Brace, McKay & Co., Ltd., Summerside, P.E.I.—We understand that there are several manufacturers of Snow Shoes in Canada and we would appreciate it if you would supply us with their names.

Answer—We are pleased to quote you the following firms: Maurice Bastien, Loretteville, Que.; Chestnut Canoe Co., Fredericton, N.B.; Holt Renfrew Co., Quebec; J. B. Laliberte, Quebec; Isidore Pouliot, Quebec; Henry Ross, Indian Lorette, Quebec; Woods Mfg. Co., Ltd., Ottawa.

GAS LIGHT FIXTURES

R. E. King, Maitland, Hants County, N.S. —Could you give me the address of firms making Gas Light Fixtures?

Answer—We are pleased to quote you herewith the following list: Barton Netting Co., Windsor, Ont.; Bennett & Wright Co., Toronto; Consumers Gas Co., Toronto; Farquhar Bros., Halifax, N.S.; Galt Electric & Gas Fixture Co., Galt, Ont.; The Garth Company, Montreal, Que.; W. J. McGuire, Toronto; The Robt. Mitchell Co., Montreal, Que.; The Jas. Morrison Brass Mfg. Co., Toronto; Wentworth Brass Co., Hamilton, Ont.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

TRADE ENQUIRIES

3598. **Glass bottles and jars.**—A Glasgow firm of importers of glass bottles and jars will be pleased to receive samples and prices of such goods produced in Canada.

3600. **Iron and steel products.**—A first-class firm of iron and steel manufacturers and export and import merchants in Glasgow, who have been drawing from the continent considerable supplies of angles, bars, billets, wire rods, wire nails, etc., and wire fencing and barbed wire, and who think there is a possibility in the near future of Canadian material being in a position to compete in price with continental, for this reason would like to get in touch with actual iron and steel makers (both finished and semi-finished product), with a view to handling their products. They wish to act as agents for the import into Britain, but for material destined for foreign countries they handle on a merchant basis.

3601. **Iron and steel.**—A Glasgow firm of importers of iron and steel products will be glad to have quotations for pig iron and steel billets when Canadian manufacturers are in a position to compete in this market.

3603. **Motor car accessories.**—A merchant in Sanfernando, Trinidad, desires to get in touch with Canadian suppliers of motor car accessories.

3604. **Leather.**—A merchant in Sanfernando, Trinidad, wishes to be supplied with Canadian leather.

Quebec Is Restricting Use of Motor Trucks on the Public Highways

No Motor Trucks May go Outside Cities or Towns When the Capacity is More Than 5,000 lbs.— Montreal Wholesalers, Retailers and Manufacturers Make Objection

MONTREAL. — Although strong objections were raised from different directions, a bill amending the Motor Vehicle Act has passed the Quebec legislature. The questions of speed limits and increase in tax on pleasure cars were included in the bill, but the clause restricting the weights of loads of motor trucks caused most interest, as this affects an important branch of commerce to-day when many firms use this form of transportation in a radius of at least 50 miles of the larger centres.

As the bill was passed, it is provided that no motor truck may go outside of cities and towns when the capacity of the load is more than 5,000 pounds, or two and one-half tons. The next provision is to the effect that the total weight of a commercial vehicle and of its load shall not exceed 24,000 pounds, and the load shall be distributed in such a manner that the pressure on a single axle shall not exceed 16,000 pounds.

The objection to this was raised through the fact that merchants in the cities have been building up business and delivering by truck, hence the difficulty. The Government took the stand that it was better that the rural communities should pay express or freight rates, even if higher, than to pay a great deal more to repair roads.

It was contended that this restriction of weight was a serious attack on commerce, that merchants who owned three ton and three and a half ton trucks would not be able to use them in an important part of their business, which was that of delivering goods to the country customers within short distance of the cities and towns. It was pointed out that while merchants would not be able to use their larger trucks, if the prohibition was not made this year it would have to come next year or the year after, when more trucks still would have to be prohibited. It had to stop some time, and the sooner the better for the protection of the rural roads.

A largely-attended meeting of the motor-truck owners of Montreal took place for the purpose of voicing their opposition to these recent amendments to the Quebec Motor Vehicle Act, under which all motor-trucks of three tons and over are banned from the roads outside of the cities. It was stated that many owners are faced with the prospect of having a large number of their motor-trucks scrapped or otherwise made useless by the change in the law, which was referred to as "ridiculous and unheard-of legislation."

It was unanimously resolved that the following telegram be sent to the members of the Provincial Government and of the Legislature, as well as to the leader of the Opposition:"At a meeting of representative truck and commercial car owners, a resolution was unanimously passed demanding that the railroading through of the proposed amendments of the motor vehicle bill be deferred until the truck and commercial car owners have been given an opportunity to place their case before you, owing to the serious effect that the proposed change is having upon the bonafide owners."

R. Cluxton, manager the Canada Paint Company, said that the cabinet ministers should meet a deputation of bonafide truck owners in order to come to an understanding.

SHEFFIELD'S GIFT TO PRINCESS MARY

Sheffield's present to Princess Mary was in the shape of an inlaid mahogany cabinet containing cutlery and plate of finest quality, representative of the various manufacturers in that city. In describing the gift a Sheffield daily paper states:

"The finest ivory and the best shear steel blades have been used in the cutlery and forks; the spoons are of sterling silver and of the French fidd'e pattern. All the silver will be engraved with the coronet, with "M" under it. Every piece is a fine example of Sheffield craft and workmanship."

"There are 371 pieces in the cabinet—a complete set for 18 persons—which in the trade is known as the "Princess Cabinet." The wood is inlaid mahogany and is lined with the finest Royal blue silk velvet, against which the cutlery and plate lose none of their brilliancy. In the cabinet are five drawers, which together with the "well" and "top" make the equivalent of seven compartments."

NEW CEMENT COMPANY

Montreal.—A new cement company is being organized in this city, it is learned, and final arrangements are under way for the establishment of a plant on the borders of Montreal East and Pointe aux Trembles. The capacity of this plant will be about 2,000 barrels a day.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of March 22, 1902:

"The new brush factory for T. S. Simms & Co., St. John, N.B., is expected to be completed by September 1 next. It will be situated on Union Street and have a frontage of 115 feet."

"One of Canada's business men who can always be depended upon to look first of all after the interests of the country is Mr. James Ross, who is to be the next president of the Dominion Iron and Steel Company and who is now vice-president and able managing director."

"S. D. Eplett, who has been carrying on a hardware business at Coldwater, Ont., has sold out and removed to New Liskeard City, New Ontario."

"The new factory of Henderson & Potts, proprietors of the Nova Scotia Paint Works, which was opened up in Montreal at the first of the year, has been very busy since its commencement. The new place is at 56 Wellington street and is one of the most complete factories in the Dominion."

"Besides furnishing the trade with full standard quality of white lead, strictly pure and other grades at association figures, McArthur, Corneille & Co., Montreal, are supplying their "Crown Diamond" brand at proportionate prices."

"The Ottawa Paint Works of Ottawa is a firm that has been in operation a little over a year and a half. J. M. Young, the head of the firm, has been connected with the paint business for twelve years. With E. A. Ripley and C. Hickman he formed this company."

"The newly incorporated St. John Foundry Co. Ltd., St. John, N.B., have completed their new premises on Brussels Street and are installing the machinery."

"The Hollywood Paint Co. Ltd., of Hamilton, is the latest addition to the list of paint manufacturers in Canada. The manager is Norman S. Jones."

"The Hamilton Whip Co., Hamilton, have just completed a large addition to their extensive factory building."

"The first annual dinner of the Montreal Metal and Hardware Association in connection with the Board of Trade was held at the Montreal Club. James W. Pyke presided with Wm. McMaster and George Caverhill in the vice chairs and there were also present Messrs. Randolph Hersey, A. E. Hanna, H. M. Blaiklock, J. C. McCormick, J. B. Learmont, T. H. Newman, T. P. Bacon, Wm. Starke, J. R. Kinghorn, J. T. McCall, F. Bacon, G. J. Crowdy, J. S. Cook, T. C. Davidson, A. H. Campbell, W. S. Leslie, T. L. Paton, R. Starke and Mr. Peters of Winnipeg. Those contributing songs were Messrs. Blaiklock, Caverhill and Paton. One of the chief features was the speech by Wm. Starke in proposing the health of Mr. Newman who is leaving on a holiday to Europe. Mr. Starke is sometimes styled the 'Nail Keg King.' Randolph Hersey responded to the toast of the manufacturers. The announcement that W. W. Near of the Pillow & Hersey Mfg. Co., was soon expected home fully restored to health was received with pleasure."

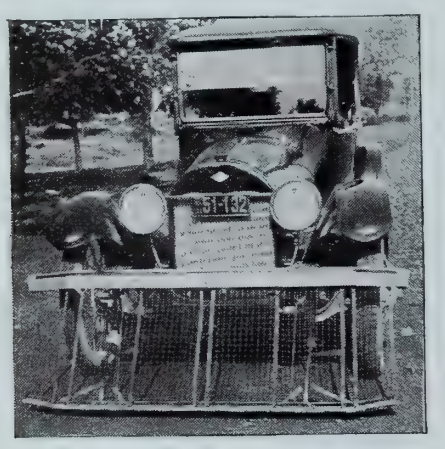
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

" LIFESAVER" AUTO FENDER

The "Lifesaver" Automobile Fender, is really a bumper equipped with a life saving net, which can be instantly lowered from the steering wheel, thus preventing any object from being run over by the car. The device is instantly controlled by another pull of the lever, and the net is again raised out of sight.

The manufacturers claim that when the net is raised, the Fender has the appearance of a fairly ordinary bumper. The method of operation is by compressed air from the air pump of cars so equipped; and for Fords and other light cars without air pumps, from another simple device which can be readily installed on almost any car. The net



when lowered, has a ground clearance of two inches, which is sufficient to allow an uninterrupted driving on city streets. It extends 18 inches in front of the wheels. The principle of construction is that upon striking an object, the net has sufficient elasticity to form a pocket in which the object would rest. Thus, a pedestrian struck by this fender would not be thrown to one side, but would be held in the folds of the net until the car is stopped. The "Lifesaver Fender" is the invention of E. Shierk of Hamilton, Ont.

"PEERLESS" FENCING

The Banwell Hoxie Wire Fence Co., of Hamilton and Winnipeg, have registered their trademark "Peerless" for gates and fence accessories. The registered trademark is similar to that which has been used in their advertising for their farm poultry and lawn fences, for some time. It shows the characteristic lock in a circle together with the words,"Peerless, the all around fence."

FORD REPAIR TOOL

A new tool which is calculated to be of interest to Ford sales and service stations and to general repair shops which have occasion to work on Ford cars is the special GTD "Hex" Die.

As indicated, this hexagon re-threading die is manufactured by the Greenfield Tap and Die Corporation, Galt, Ontario. Its size is 2⅛ in. diameter, 24 threads per inch, and it is made for the purpose of rechasing the threads on Ford hubs. Repair men familiar with the trouble and delay caused by battered threads on hubs, are expected to find this die a ready acquisition.

WALLACE BAND SAW

The J.B. Wallace & Company, Chicago, Ill., have announced the production of a new 16 in. band saw. This is described by the makers as a portable band saw which can be operated on the electric lighting circuit. Many special features are claimed for this band saw by the manufacturers, including the ball-bearing equipment, the enclosed motor, adjustment screws and safety guards. It is calculated that this product will appeal especially to the woodworking plants and carpenters' shops. Descriptive matter covering this machine will be forwarded by the manufacturers upon request.

NEW FRAIM PADLOCKS

The E. T. Fraim Lock Company, Lancaster, Pa., announce the addition of two new padlocks, numbered 846 and 445 respectively.

These locks are described by the makers as fair examples of the improvements being made in this line of padlocks, their program including the revamping of the entire line, with the gradual addition of several medium and high grade locks and discarding many obsolete numbers.

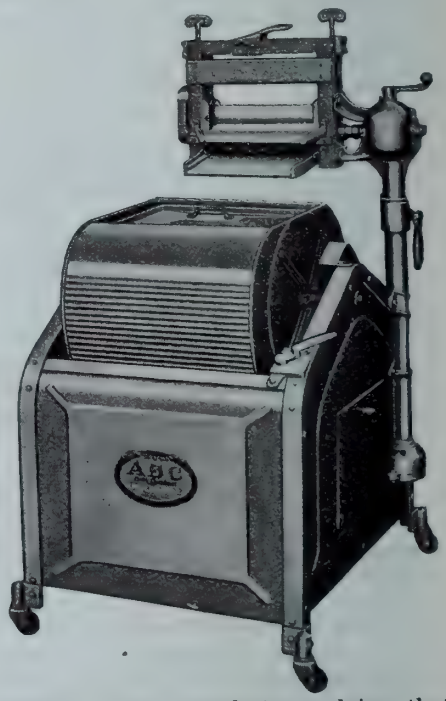
The No. 848 lock measures two inches across, has a cast brass case and shackle with all interior parts of brass or bronze. The shackle is secured at heel and toe, both controlled by a protecting device, thereby making the lock more immune from being "rapped" open.

The No. 445 lock has a cast iron black case, two inches wide. four pin tumbler mechanism, with a drop forged cast bronze shackle.

A. B. C. OSCILLATOR

Altofer Bros. Company of Peoria, Ill., have announced the introduction of an oscillating-type cabinet washer, which is more moderately priced than the other models of washing machines previously marketed by this company.

The A. B. C. Oscillator is described as a full-size, six-sheet capacity, equipped with copper tub and combining the many other special features of the A. B. C.



Machines. The manufacturer claims that the Oscillator compares very well in details of construction with other types of washers, and constitutes a standard of values for this class of product.

PEARL OVEN GLASS

The H. G. Fry Glass Co., Rochester, Pa., are now placing on the Canadian market their new transparent pearl oven glass ware. It is claimed by the manufacturers that these dishes are not only efficient for every oven use, but in addition, actually add to the appearance of a table setting, blending with the linen and silver owing to the pearl transparency. Dishes will also withstand extremes of heat and cold. A special assortment consisting of one 14 inch self basting roasting pan, hot water pitcher and tea pot with six cups and saucers, is being offered to the trade by the Canadian selling agents, Richardson & Bureau, Montreal.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

INGOT metals, wire solder, compression cocks, shoefinders' tacks, galvanized sheets, supply the more noticeable price changes on the current hardware markets. A revised discount is noted on compression cocks, and a similar downward price change appears on some lines of nickel-plated bath and basin supplies, such as pipe and traps. Wire solder is now priced on a more uniform level with other solder grades. Another new list has been issued covering shoefinders' tacks, with reduced prices on heel and shoe nails, Hungarian nails, channel nails and shoe tacks.

Easier prices have also developed on the majority of ingot metals, this weakness being attributed to the fact that current requirements continue to be far smaller than the visible supply. Copper, tin, lead, spelter, antimony and aluminum are all affected, each metal recently registering lower quotations on both the domestic and primary markets. The current consuming demand is of a very moderate nature, while stocks on hand retard any stimulant for future commitments. Eastern markets record a further reduction on galvanized sheets, and certain makes of mop sticks also appear with lower prices.

The paint markets again attract attention, with a slight reduction in turpentine quotations, an easing of linseed oil on Eastern markets, combined with another slight revision in Paris green prices. Shellac quotations have been withdrawn from the market in some quarters, due to the firm tone recently noted, combined with the current shortage attributed to unsettled conditions in primary centres.

Prices on bar iron and steel are described as relatively lower than on other finished steel products, and recent market developments have led to the observation that quotations in the steel industry may develop signs of stiffening in the near future. The buying movement in sheets is registering gradual expansion, a factor which reflects confidence in prevailing levels, as well as the future prospects for general improvement. The scrap materials continue very quiet at former levels. Wholesalers report that seasonal lines are now on a normally active plane, with bookings practically all under way. The advent of seasonal weather is keenly hoped for, in view of its stimulating effect upon trade in this direction.

Montreal Markets

MONTREAL, March 23.—A new shoefinders' tack list has been issued which supersedes the one issued in February last, and reduces prices on heel and shoe nails, Hungarian nails, channel nails and shoe tacks. Quotations on iron and brass shoe rivets are unchanged. Another recession in prices on both English and American galvanized sheets is recorded, this being the second revision in Queen's Head sheets in as many weeks. Both the No. 2 and No. 10 mop sticks have new lower prices. Lead products are now on a slightly steadier basis, and galvanized products, including such lines as eavetrough, conductor pipe and corrugated sheets, are reported as slightly firmer. The scrap market is still very quiet with quotations remaining at former low levels. Ingot metals have unchanged quotations. Seasonable lines in jobbing circles are becoming more active from week to week, with booked orders for usual Spring and early Summer goods practically all shipped. With favorable weather in the following weeks, wholesalers anticipate trade will steadily improve, the quiet period now being recognized as past.

NEW LIST ISSUED ON SHOEFINDERS TACKS

Montreal

A new shoefinders' list is now issued to the trade, dated March 20th. Reductions of varying extent are announced on heel and shoe nails, Hungarian nails, channel nails, and shoe tacks. Shoe rivets, both iron and brass are unchanged in price. A section of the new list showing the revised quotations is included elsewhere in this issue:

ONLY LIMITED MOVEMENT OF WROUGHT PIPE

Montreal

Trading in wrought iron and steel pipe is described as still quiet, with sales almost entirely for sorting orders. With the present month now well past, however, a steady improvement is looked for. The selling basis is still unchanged, list No. 54 still being the selling basis.

EASIER PRICES APPEAR ON GALVANIZED SHEETS

Montreal

Price revisions are again reported on the local sheet market, lower prices now appearing on galvanized sheets both American and English standard. The range on American sheets now is owing to firms who were quoting somewhat higher than others now reducing their prices. The reduction on these lines is approximately 50 cents per 100 lbs. on all gauges. On English sheets, the Queen's Head brand is again lowered 25 cents per 100 lbs. throughout, while the Fleur-de-Lis brand also shows a price decline of 25 cents per 100 lbs. on all gauges. While it is generally believed that prevailing quotations on practically all lines of sheets are now well down to bottom, this has been stated for some time past, and still easier prices have crept into the market from time to time. Reductions however, in past months have been of minor proportions and due to local distributors.

The required factor for steady future in these products would seem to be a more active demand. Undoubtedly

price levels are within reasonable reach of pre-war prices when present day productive costs, and transportation costs, are considered, and an increased buying movement would allow dealers their share of business without a price concession. There is a gradual improvement in sales, and a continuance of this is looked for from now until the summer months. Following are the prevailing prices with the present revision:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

Dull— CANADA PLATES

18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

LOWER PRICES QUOTED ON MOP STICKS

Montreal.

A reduction of considerable proportions is made on mop sticks, and No. 2 is now quoted at $2.00, No. 3 at $2.30 per dozen.

TRADE IN CORRUGATED NOW STEADILY IMPROVES

Montreal

Conditions in the corrugated sheet market remain practically unchanged, with quotations holding at former levels. Current business in these sheets improves from week to week, and the volume of sales is quite satisfactory for the present season, especially in the lighter gauges. While there has been a rather unsettled market in the heavier gauges, and lower prices have appeared in some quarters on these, there is said to be no present indication of a general revision. Contrary to this, the flat sheet market shows signs of a slight stiffening of prices at primary centres, and in the opinion of local dealers this will have a tendency to at least uphold a steady market for the future on corrugated. Prevailing prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins, 75c a square extra.

ONLY FAIR ACTIVITY IN BOILER TUBES

Montreal

Quotations on the various sizes of boiler tubes remain unchanged with business described as fair. The absence of larger construction work, the class requiring tubes for boilers, is still felt, but repair work still demands a movement of smaller orders. Unchanged quotations are the following:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

LEAD PRODUCTS STILL AWAIT DEVELOPMENTS

Montreal

Lead products are apparently awaiting further developments in metals in promary markets. Following the recent easier levels recorded on solders the market is now somewhat steadier with no actual price changes this week. The lower quotations on solders were purely a reflection of the easier trend of metals a few weeks ago ,when quotations on most lines, including tin, copper, and spelter showed a reduction. These have now an improved market tendency, and according to manufactures of the finished lead products, a continuance of a firm market tendency, would soon reflect in the opposite direction. Following are unchanged quotations:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

SALES OF WARES ON GENERAL INCREASE

Montreal.

While the present season is bringing more activity in seasonable lines, there is also an increase in the volume of business recorded in aluminum ware, enamelware, galvanized ware and tinware. Such staple commodities as these have been seasonably quiet during the past months and it is felt that the present more active turn lends encouragement for future trade in all other lines. Dealer stocks have been liquidated in kitchen utensils, as in all other wares, and for this reason a continued improvement is anticipated in the following months. Many lines of galvanized and tinware will now be in demand with the commencement of spring cleaning, and aluminum ware and enamelware usually show more activity from now on. Quotations remain unchanged on the various lines since the general revision at the close of last year.

IMPROVEMENT IN IRON AND STEEL IS GRADUAL

Montreal.

Although the steel industry in general is reported as having made a favorable partial recovery during the past weeks at southern primary centres, locally the improvement is more or less gradual. During the past month or six weeks it is quite true that a slightly better buying movement has been in evidence, but the absence of any real construction work has had a deciding effect on the movement in comparison with former years. However, there is no discouragement offered by present conditions, and one large local distributor stated that while the improvement up-to-date has been very gradual, it is, in his opinion, of a healthful nature. Sales have undoubtedly been for actual requirements only, and with a continued need for practically all lines of iron and steel in the country, there is every reason to believe that the improvement felt in the early months this year is more than a temporary condition. Quotations on the various lines of bar iron and steel remain unchanged locally as follows:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

QUIET CONDITIONS REMAIN IN RANGE BOILERS

Montreal

Range boilers fail to show any great improvement on the local market either in the volume of current business, or price stabilization. Orders continue for very small quantities only, and there is still the variation in prices. Some houses are quoting the new list prices and discounts while others are maintaining the older net quotations. With the month of April now well at hand, however, a better buying movement is looked for, as the weather will soon allow more extensive building operations, the movement of boilers depending to quite a large extent on building activities. List prices and discounts are unchanged.

AUTO ACCESSORIES NOW FIND READY SALE

Montreal

With the season advancing, jobbing houses report auto accessories as becoming more and more active. They are now classed among the good selling lines, and many dealer orders have an assortment included. There is no change in prices recorded in any line, the market in general apparently being on a fairly steady basis for the commencement of the active spring and summer season.

LITTLE OR NO CHANGE IN PIPE FITTINGS

Montreal

There is little or no change in pipe fittings, prices remaining at former discounts and volume of business described as only fair. With a fairly active building program ahead, especially of the smaller dwelling-house class, a more active period is anticipated for fittings in the near future. Following are present discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, 1/8 to 4 in., close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

TRADE IMPROVEMENT RECORDED IN CEMENT

Montreal

Current business in cement is reported as showing a gradual improvement from week to week. The recent milder weather has stimulated sales to quite an extent, constructive work being allowed to commence in different quarters. Quotations remain unchanged since the revision earlier in the year, and local prices are the following:

CEMENT—

Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Rebate of 20 cents for empty bags.

BRISKER DEMAND FOR TROUGH AND PIPE

Montreal

Interest in eavestrough and conductor pipe is now described as quite brisk, with the volume of business gradually increasing from week to week. The recent milder weather proved to be the required stimulus for an increasing buying movement, as during the past two weeks the improvement has been more noticeable. This lends encouragement to dealers in these lines, and they are convinced that a good season is ahead. Dealer stocks are undoubtedly low and there has not been the same amount of booked orders this year as in past seasons. For this reason, they claim, sales should continue active practically the whole of the summer season and well into the fall months. Quotations remain unchanged with little or no change in the tone of the market.

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated.	dozen
2 inch	$ 5 25
3 inch	6 00
4 inch	10 50
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

WASTE MATERIAL MARKETS REMAIN QUIET

Montreal

Although there is now a noticeable improvement in the market for the various lines of iron and steel products, and a better feeling in virgin metals generally, little improvement can be recorded in the market for waste materials. Consumers still show little interest, and buying is purely from hand-to-mouth, at quotations which offer dealers little encouragement. A few more inquiries coming to hand would appear to be the commencement of a better buying movement, but actual sales are few and far between, according to local dealers. Quotations, which in most lines are considered exceptionally low, are unchanged as follows:

Automobile tires		0 50
Rubber shoes		0 03
Yellow brass		0 05
Red brass		0 08¼
Light brass		0 03
Scrap zinc		0 03
Lead, heavy		0 04
Lead, tea		0 02
Light copper		0 08
Heavy copper		0 10
Wrought iron, R. Rd., No. 1 per gr. ton		10 0
Malleable scrap (ton)		8 00
Pipe scrap (ton)		6 50
Heavy melting steel	6 50	7 00
No. 2 busheling,		3 00
Boiler plate		6 50
No. 1 machinery cast		20 00

VERY LITTLE CHANGE IN INGOT METALS

Montreal.

The ingot metal markets continue dull, with changes in prices only nominal, and business conspicuous by its absence. From present indications there is no signs of early activity, although the season is advancing when a better buying movement is usually evident.

TIN.—This metal is unchanged in London, and the daily fluctuations there amount to only a few shillings. Considering the limited demand it may be considered as fairly satisfactory if prices do not ease off more. Local market remains dull at 34 cents.

COPPER.—There is little change in this metal, but if anything the tone is slightly easier both in London and New York. The latter is purely a trading market at present, with little buying by actual consumers. Locally, prices are unchanged at 16¾ cents for electro, 16½ cents for casting.

SPELTER.—The slightly firmer tone to this metal has largely evaporated and it seems to have relapsed into the prevailing dullness. This may be only a temporary movement. Quotation is unchanged at 7 cents.

LEAD.—The American market is a shade firmer, but London is practically unchanged and there seems little likelihood of any marked variation in the near future. Present quotation remains at 6¾ cents.

ANTIMONY.—Reports from China are somewhat firmer and slightly higher prices are being asked for import. It would, however, take some time for this to affect the local market to any extent. Chinese is still quoted at 6¾ cents, high grade English at 7¾ cents.

ALUMINUM.—Aluminum is unchanged on the local market, remaining the quietest metal with quotations unchanged at 24 cents.

ALABASTINE QUOTATIONS ON BARREL QUANTITIES

Toronto.

The prices announced by the Alabastine Co., of Paris, Ont., on alabastine, are for white and colors respectively, in barrels of 300 lbs. Quotations of $7.00 for white, and $7.50 for colors, do not cover the five-lb. packages.

Toronto Markets

TORONTO, March 23.—Another revision in discounts is noted on compression cocks, and similar downward price changes appear on some lines of nickel-plated bath and basin supplies, such as supply pipe and traps. Wire solder is now quoted at thirty cents, thus registering a drop of two cents per lb. from previous levels. This change again places local solder grades on a uniform basis. Quotations on ingot metals have continued to sag, and copper, tin, lead, spelter, and antimony are all lower this week. The current demand is described as very moderate with the visible supply far in excess of requirements. Another revised list on shoefinders' tacks has been issued, including varying reductions. Prices on bar iron and steel are described as comparatively lower than the majority of other finished steel products, and recent developments in primary steel centres have led to the observation that quotations in the steel industry may develop signs of stiffening in the near future. The buying movement recently noted in sheets, is still gradually expanding, with the domestic markets steady at the recent revised levels.

LOOK FOR STEADIER PRICES ON SOLDERS

Toronto

Lead and zinc products are slightly steadier in price, with primary metals setting the usual precedent. Some minor fluctuations are looked for from time to time, but no further feature changes are anticipated unless some unexpected developments materialize in virgin metals chiefly used in the production of these products. Wire solder is now priced around thirty cents, but other grades are holding at the recently revised levels. The general expression indicates that current markets are comparatively low, and a more stabilized trend is looked for in certain quarters.

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.		0 12¼
Lead waste pipe, list, per lb.		0 13¼
Do., over 8 in., list, per lb.		0 14½
Lead pipe is subjected to a discount of		10%
Lead traps and bends		10%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.		0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., commercial, lb.		0 21
Do., guaranteed, lb.		0 24
Do., wiping, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

REVISED DISCOUNT ON COMPRESSION COCKS

Toronto.

A downward revision of approximately five per cent. has been made in quotations on some lines of plumbers nickel-plated bath and basin supplies. Supply pipe and nickel-plated traps record a similar reduction. The discount on compression bath cocks has also been changed from 35 to 38 per cent. off list. Other lines of compression goods show little variation, current business being of a fairly moderate nature, with quotations generally being maintained at the recent revisions. Following are prevailing discounts on these various products:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	38%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard	48%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%

BAR PRODUCT PRICES MAY SOON STIFFEN

Toronto

It is stated that prices on bar iron and steel have now reached relatively lower prices than any of the other semi-finished steel products. The consensus of opinion points towards the possibility of a stiffening in quotations in the near future. An effort in this respect was recently noted on southern primary centres, but beyond securing sufficient orders to enable the mills to run for some sixty days at the present rate of operation, price levels generally remain unchanged. The market locally is described as very competitive, but this condition has been more or less evident for several months. Some speculation is evident as to just what effect a coal miners' strike upon extensive lines would have on the steel industry in general and how it would affect prices on bar products in particular. In the meantime the following quotations represent the average levels on the local market:

IRON AND STEEL—

Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

REVISED LIST ON SHOEFINDERS' TACKS

Toronto.

Another revision has been made in the shoefinders' tack list, the new list being dated March 20. Varying reductions are noted on Hungarian nails, heel and shoe nails, channel nails and shoe tacks. Other shoe rivets remain unchanged in prices. A section of the revised list, giving the lower quotations is included elsewhere in this issue.

BUYING MOVEMENT IN SHEETS IS EXPANDING

Toronto

Sheet demand in general is now expanding according to the expectations recorded earlier in the year, and there are now reported some indications of a buying movement. Two developments of particular interest noted on the primary sheet markets are the appearance of some contracting for future de-

SHOE FINDERS' TACK LIST

Heel or Shoe Nails

14 Ge. and heavier 4/8 to 16½/8. In bulk, $12.25 per 100 lbs.; in 1 lb. papers $13.00 per 100 lbs.

15 and 16 gauge. Add 65c to above price; in 100 lbs. quantities, one size.

17 gauge, add $1.60 to above price; in 100 lbs. quantities; one size.

Swedes Iron

14 gauge and heavier, 4/8 to 16½/8. In bulk, $13.00 per 100 lbs.; in 1 lb. papers, $13.75.

15 and 16 gauge, add 65c. to above price; in 100 lb. quantities; one size.

17 gauge, add $1.60 to above prices; in 100-lb. quantities; one size.

17/8 and longer, add 65 cents per 100 lbs.

Silver Point.

All sizes. In bulk, $13.00 per 100 lbs.; in 1 lb. papers, $13.75 per 100 lbs.

Hard steel nails, per 100 lbs., $24.25.

Wood heel nails, per 100 lbs., $22.00.

Army heel plate nails, per 100 lbs., $16.00.

Hob and Hungarian Nails

In 1 lb. papers, ⅜ per 100 lbs., $20.25; 3½/8, per 100 lbs., $19.50; 4/8, per lbs.; 3½/8 and longer, $18.25 per 100 lbs.

14 gauge, 3/8 and shorter, $19.85 per 100 lbs.; 3½/8 and longer, $19.35 per 100 lbs.

15 gauge, 3/8 and shorter, $20.65 per 100 lbs.; 3½/8 and longer, $20.15 per 100 lbs. If in bulk deduct 75 cents net.

Channel Nails

In 1 lb. papers, ⅜ per 100 lbs., $20.50; 3½/8, per 100 lbs., $19.50; 4/8, per 100 lbs., $18.50; 4½/8, per 100 lbs., $18.50; ⅝ and longer, per 100 lbs., $18.50.

Tacks.

In 1 lb. papers, or bulk, per 100 lbs.:—

	Shoe or hand	Pullers	Replacing	Machine Welt	Machine McKay
½ oz.	$33.00				$35.25
¾ oz.	31.00				32.00
1 oz.	28.50				30.25
1¼ oz.	27.75				28.50
1½ oz.	24.75	22.00		23.00	27.75
2 oz.	22.00	18.50	22.00	22.00	27.25
2½ oz.	19.25	17.75	21.00	20.50	25.75
3 oz.	16.75	15.00	19.75	19.25	25.75
4 and larger	16.00	14.25	19.00	18.50	

Insole machine tacks, charge same as machine welt.

Insole hand tacks, charge same as pullers.

Wood heel tacks, ⅝ and 6/8, $25.00 per 100 lbs.

Tacks less than a full box of 100 lbs. of a size, $1.00 per 100 lbs. additional.

Shoe Tacks

In dozens—per 100 dozen.

1½ oz. and smaller, $37.00; 2 oz., $45.00; 2½ oz., $50.00; 3 oz., $54.00; 3½ oz., $60.00; 4 oz., $65.00; 5 oz., $80.00; 6 oz. $95.00; 8 oz. $120.00; 10 oz., $250.00.

Packing extras (add to list)—All goods packed in ½ lb. papers, $2.00 per 100 lbs. All goods packed in less than ½ lb. papers, $4 per 100 lbs. All goods packed in less than ¼ lb. papers, $5.00 per 100 lbs.

livery, by consumers principally of the manufacturing class, and an increased purchasing movement by jobbers for stock purposes. Both reflect growing confidence in the prevailing price levels and also in the outlook regarding future prospects in the industry. Reports from American mills indicate that deliveries have recently fallen back, in spite of heavier production. Locally, quotations continue at the recent easier levels, with a strong competitive market in evidence. Now that a suspension of coal mining in certain districts in the States is regarded as practically inevitable in some quarters, a certain amount of speculation has developed regarding the probable effect of such a strike on the sheet industry in general and as regards domestic supplies and quotations in particular.

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	7 10	6 60
22 gauge	6 65	6 15
18 and 20 gauge	6 50	6 00
Premier and Apollo.		
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets. An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 sheets	9 00
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	14 00
IXX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

TRADE IN RADIATORS OF MODERATE NATURE

Toronto

Trade in radiators and boilers is of a quiet nature at present, a condition which is ascribed to the fact that new buildings have not reached the stage where radiation is yet required. While general building is apparent in many centres, this early activity is centred around many erections which were commenced last Fall. Heating requirements in this direction have been generally taken care of during the past two months. However, with the anticipated stimulation in construction work, both manufacturers and distributors of radiation look for improvement in the future demand.

VERY LITTLE CHANGE IN SCRAP MATERIALS

Toronto

There has been no appreciable change recorded in the waste material markets. Prices have remained fairly steady, but buying has continued on a hand-to-mouth basis. Copper scrap is still dull, although a few more sales have taken place. Owing to the light operations of various steel companies, the scrap iron market is also quiet. Dealers are therefore only purchasing in small quantities. There is very little business of any kind in scrap rubber at present. The following are the usual averages of dealers nominal buying prices for fairly large quantities:

SCRAP MATERIALS

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 25	2 75
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

PROGRESS IN BUILDING CIRCLES STIMULATES DEMAND FOR PIPE

Toronto

The movement of soil pipe and fittings is described as a little quieter than looked for during the month of March, but taken altogether, weather conditions have not been conducive to exceptional briskness in this regard. Manufacturers describe the outlook as being decidedly better, especially in view of the pronounced activity in construction circles already outlined, a majority of which consists of homes and similar smaller erections, which is expected to stimulate the demand for these products. Current requirements await the progress in excavation work, but are already showing a fairly satisfactory volume at the following unchanged discount levels:

SOIL PIPE—	
2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	50 and 5%
8 inch fittings	net

VIRGIN COPPER SHOWS SIGNS OF RECOVERY

Toronto

Brass and copper products remain at the recently revised price levels, with primary market conditions practically stationary. Further developments in quotations depend upon the future trend in virgin metals. These now show some signs of recovery from the recent depression, but quotations on the semi-finished products continue at the lower levels following:

BRASS	
Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 23
Rods, base, per lb.	0 19
COPPER	
Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

DEMAND FAIRLY GOOD FOR RANGE BOILERS

Toronto

The situation in the range boiler market is practically unchanged, with the current demand stated as fairly good. When compared with last year's records, distributors state that the present volume of trade is something to be thankful for, although it is nothing exceptional. Prices are unchanged, with the recent list quotations and discounts being generally adopted. The tendency in the raw material markets is difficult to gauge, with these conditions evident, it is stated that a careful buying policy is required to restore the trade to a stabilized basis. Following is the current list:

RANGE BOILERS—	
5-gallon	$ 13 50
12 to 15 gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

EASIER PRICES APPEAR ON METAL MARKETS

Toronto.

Easier prices have now developed on the majority of ingot metals, this weakness being chiefly attributed to the fact that the current demand remains much smaller than the visible supply. Copper, tin, lead, spelter, antimony and aluminum are all affected, each metal recording lower quotations on both the domestic and primary markets. The current consuming demand is very moderate, while stocks on hand retard any stimulant for future commitments.

COPPER.—Trade in copper is described as moderately quiet. Domestic consumers have apparently fully covered their requirements for the current month, and there is another lull in home trade. Primary copper markets report that the export business is just fair. The better side of the situation appears to be in the improved demand for finished copper and brass products. A few inquiries have been noted, which are looked upon as testing the tone of the market. Prices locally are lower at 16½ cents.

TIN.—The tin market remains dull, with local prices easier. The demand

is again a little quieter, but recent reports from other centres indicate that many consumers have availed themselves of the prevailing favorable opportunities for contracting for delivery of tin over a period of several weeks. The fluctuations in Sterling exchange continue to interest this market. The local quotation is now around 34 cents.

LEAD.—The current demand for lead is good, but the uniformity looked for in the primary markets is slow in developing. This slight variation in quotations is attributed to producers marking up prices on futures. The general condition of the lead markets is described as well-balanced, with the local figure now averaging $6.50.

SPELTER.—The demand for spelter is rather light at present, but the general tone of this market remains fairly firm. Buyers are apparently not very active, but it is generally considered that consumption is proceeding on a scale at least equal to the ratio recorded during the previous few months. A note of optimism regarding the future outlook is observed in some quarters, the situation being described as nearing the end of the recent period of dullness. Local quotations have receded to the level of $6.50.

ANTIMONY.—This market is said to be a little firmer on account of some recent buying for stock, but the current demand for immediate needs continues small. Stocks in general are heavy. The local market level hovers between 6 and 7 cents.

ALUMINUM.—Prices on aluminum remain unchanged, and there is little to report in this market. The local situation is described as dull, with prices in the neighborhood of 26½ cents.

London Markets

LONDON, March 23.—Hardware merchants in this district report business as seasonably good. Early Spring lines are moving nicely, and it is expected that the advent of warm weather will stimulate a good volume of trade. Price changes have been fewer in numbers during recent weeks, indicating the stabilization of prevailing market levels. Reports show collections as good, and the consensus of opinion indicates that the hardware business in London and surrounding districts is in a fairly healthy condition.

REDUCE LINSEED OIL FIVE CENTS PER GALLON

London, Ont.

A reduction of five cents per gallon in the quotations on linseed oil, provides the outstanding change in the local paint markets this week. This change, reflects to some degree, the easier tone in flax seed markets recently noted.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 10	1 13
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add 15 cents gal.

MORE UNIFORM PRICE NOTED ON TURPENTINE

London, Ont.

Turpentine prices remain unchanged this week, with the markets having been fairly steady at the prevailing levels. Minor fluctuations have marked the primary southern centres, where consuming requirements continue of a moderate character. Following are current prices.

TURPENTINE—	Imp. Gal.
1 bl. lots	1 27
2 to 4 bbl lots	1 26
5 gal. lots	1 42

IMPROVED SALES FOR WHITE LEAD IN OIL

London, Ont.

The volume of sales recorded in white lead in oil continues, to improve with other spring lines. Prices remain unchanged at the following levels:

WHITE LEAD IN OIL—

	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

ANOTHER REDUCTION IN PARIS GREEN QUOTATIONS

London, Ont.

A further recession of eight cents per lb. has been announced in prices on Paris green for the current season. This reduction, added to the change recently recorded totals a considerable decline in quotations on the various quantities from the levels of the previous year. Following are new prices:

PARIS GREEN—

½-lb. papers, 37c. lb. 1 lb. papers, 35c. lb. 25 lb. Drums, 33c. lb. 50 lb. Drums 31c. lb. 100 lb. Drums, 31c. lb. 250 lb. kegs, 28½c. lb. 600 lb. Barrels, 28c. lb.

SEASONAL ACTIVITY IN WASHING MACHINES

London

The usual Spring sale of washing machines and wringers is reported off to a fair start. The season for this movement is at hand, and indications generally point towards a fair amount of activity. Prices remain unchanged at the levels of list less 30 per cent.

MODERATE MOVEMENT OF POULTRY NETTING

London

There has been a fair seasonal sale recorded for poultry netting. Quotations in this product are remaining unchanged at list less 12½ per cent., for the one and two inch mesh.

GOOD ADVANCE SALE FOR BASEBALL GOODS

London, Ont.

An excellent sale for baseball requisites of practically all kinds is now reported in wholesale circles. Merchants are generally engaged in preparing their stocks in anticipation of a brisk season in these sporting goods. Following are current prices on some lines of the Reach make:

BASEBALL GOODS—

Baseballs

No. 0, $18.00 doz. 1L, $16.20 doz. OJ, 16.20, 3C $13.20, 4A, $8.00. 7, $6.00, 5, $6.00, 9X $4.00, 8, $2.75, 9 $2.75, 11B, $1.32.

Fielders' Gloves

C. H., $6.70 each CB $6.00 each, HH $5.35, K.G. $5.00, O.BL $4.70, 02 $4.70, 01 $4.00, S.W. $4.00, ZL $3.35, 72 $3.35, OOW $3.35, 9G $3.00, 3G $2.65, 2GL $2.65, 59 $2.20, 10G $1.85, 55 $1.50, 57, $1.20, 4G $1.00, 18C .70, 19A.60.

Catcher's Mitts

12A $12.00, 6A $10.00, 32 $9.00, 41 $8.00, 30 $6.75, 31 $5.35, BP $4.35, 200 $3.30, 150 $2.70, FP $2.20, 75X $1.40, 65X $1.10, 67X .75.

First Basemen's Mitts

3BG $6.70 each, D $6.00 each, 4s $5.70, 4AB $5.35, 4A $4.65, 4B $4.00, 5R $3.30, 4R $3.00, R 2.65, 2R 2.40, 3R 1.75, FB $1.10, 7B .75.

Catchers' Masks

SL $5.35 each, 20S, $4.00, 30S $3.35, 40S $2.65, %X $1.75, CM $1.35.

SEASONAL SALE OF SPADES AND SHOVELS

London

A good Spring sale is now reported for spades, shovels and scoops. Merchants are completing their stocks of these products in preparation for seasonable demands. The quotations remain unchanged at list less 55 per cent.

PREPARE FOR TRADE IN HARVEST TOOLS

London

A better movement is now recorded each week in garden and harvest tools. Merchants are engaged ready for seasonal trade in these products There has been no change in price the current quotation being list less 60 per cent.

UNCHANGED PRICES ON DRY CELL BATTERIES

London

A fair proportion of Spring sales for dry cell batteries is now recorded. Prices on the Columbia line continue at the following levels:

BATTERIES

Dry Cell (2½" x 6")	cts. each
Less than 12	50c
12 or Less than 50	45c
50 or Less than barrel	43c
Barrel of 125	39c

F.o.b. factory.

LAWN MOWER ORDERS NOW BEING FILLED

London

Booked orders for lawn mowers are now being shipped. These are in moderate demand, with expectations of a brisk season. Quotations remain at list less twenty per cent., on the Taylor-Forbes line. Following are some 1922 list prices:

LAWN MOWERS

Daisy, 12" $8.65 ea. 14", $9.00 ea. 16" $9.20 ea.
Star, 12", $9.70 ea. 14", $10.40, 16", 11.10 ea.
Woodyatt, 12" $11.25 ea., 14" $12.00 ea, 16", $12.75 ea., 18" $13.50 ea., 20" $14.25 ea.
Empress 12" $14.70 ea., 14" $15.50 ea., 16", $16.20 ea., 20" $16.90 ea.

SPRING CALL FOR WIRE CARPET BEATERS

London, Ont.

Carpet beaters of the wire product variety are now recording a seasonable movement. The demand has become

evident with the general call for spring lines. Quotations are at the following levels: straight handle, double wire, $1.75 dozen: offset handle, double wire, $1.90 per dozen.

SORTING ORDERS EVIDENT FOR WINDOW GLASS

London, Ont.

A fair seasonable sale continues for window glass, with present orders, however, mostly limited to sorting requirements. There have been no further changes in price since the issuing of the recent revised list. Quotations therefore remain as follows:

WINDOW GLASS—
Single Diamond, net list
Double Diamond, net list.
Cut Lights. 75 per cent. off light list.

INTEREST NOW RECORDED IN FISHING TACKLE

London

A fairly good demand for fishing tackle is reported in some quarters, with merchants sorting up their stocks of this line. Quotations show very little variation from the levels prevalant during last year.

BRISK SALE OF HORSE CLIPPERS AND PLATES

London

An excellent sale is reported as continuing for the Stewart line of horse clippers and plates. Quotations on these products remain at the recently revised levels, of list less 25 per cent.

BETTER DEMAND RECORDED FOR COASTER WAGONS

London

A good sale is now reported for auto coaster wagons. There has been no further change in prices on these products, quotations remaining at the following list and discount:

COASTER WAGONS—
No. 00 $60.00 doz. (List), 01 $91.00, 1 $104.00, 2 $116.00, 3 $128.00, 4 $146.00. Less, 35 per cent.

STEADY IMPROVEMENT IN DEMAND FOR NAILS

London, Ont.

The current demand for nails, is showing steady improvement week by week, and this condition is of course, primarily attributed to the commencement of building activity in general. Following are current unchanged prices:

NAILS

Wire, base	3 65 per keg
Cut, do.,	4 35 per keg.

HEDGE AND GARDEN SHEARS NOW POPULAR

London, Ont.

Hedge and garden shears are now selling well, along with other spring goods. Quotations on these products remain at the recently revised levels. Following are prices on the English make:

SHEARS—

No. 100x8″ plain	Each	$1.55
No. 101x8″ Notched		1 80
100x9″ Plain		1 90
101x9″ Notched		2 15
107 Ladies'		1 70
105 Long Handle		4 00
106 Long Handle		3 25

PRICE DECLINE NOTED ON CORRUGATED SHEETS

Winnipeg.

Local quotations on corrugated sheets have now been reduced, and the new levels are placed in the hope of stabilizing the market in anticipation of future spring trade in these products. Following are current revisions:

CORRUGATED—
Galvanized—28 Ga., $6.42 per 100 lbs. 26 Ga., $7.06 per 100 lbs.
Painted—28 Ga. $5.35 per 100 lbs. 26 Ga., $6.00 per 100 lbs.

QUOTATIONS ON SHEETS NOW ON LOWER LEVEL

Winnipeg.

New lower quotations have been received on black and galvanized sheets. Following are the new lower prices:

SHEETS—
Black—10 Ga., $5.35 per 100 lbs. 12 Ga., $5.40 per 100 lbs. 14 Ga., $5.45 per 100 lbs. 16 Ga., $5.50 per 100 lbs. 18-20 $5.90 per 100 lbs. 22-24 $6.00 per 100 lbs. 26 $6.10 per 100 lbs. 28 $6.40 per 100 lbs.

Galvanized—16 Ga., $6.45 per 100 lbs. 18-20 $6.60 22-24 $6.75. 26 $6.90. 28 $7.20. 10¾ oz. $7.90.

REVISED PRICES ON PIPE AND TROUGH

Winnipeg.

Lower prices are quoted this week on eavestrough and conductor pipe. Following are the new reduced prices:

EAVESTROUGH—
8 in $5.06 per 100 ft. 10 in., $5.63 per 100 ft. 12 in., $6.75 per 100 ft. 15 in. $9.38 per 100 ft.
CONDUCTOR PIPE—
2 in, $6.19 per 100 ft. 3 in., $7.13 per 100 ft. 4 in., $9.00 per 100 ft. 5 in., $12.75 per 100 ft.

Winnipeg Markets

WINNIPEG, March 23.—Important price developments on the current hardware markets include easier quotations on black and galvanized sheets, and similar downward revisions on eavestrough, conductor pipe, corrugated sheets, wire nails, fence staples, grindstone fixtures and certain makes of wrenches.

The volume of Spring trade is reported gradually better each week, but the general opinion indicates that there yet remains plenty of room for improvement. The advent of an early Spring season would undoubtedly stimulate business in this direction.

LOWER QUOTATIONS ON GRINDSTONE FIXTURES

Winnipeg.

The prices on grindstone fixtures have been reduced. Following are the new lower prices:

15 in., per doz.	$8.25
17 in., per doz.	8.80

ALLIGATOR WRENCHES REVISED IN PRICE

Winnipeg

New lower prices are quoted this week on alligator wrenches and current quotations are as follows:

ALLIGATOR WRENCHES—
No. 1 $1.75 per dozen; No. 2 $5.25 per dozen; No. 3 $10.80 per dozen; No. 4 $18.60 per dozen.

LOWER PRICE LEVELS ON FENCE STAPLES

Winnipeg

Bright fence staples have new lower quotations. The prices now in effect are $4.25 f.o.b. Fort William, and $4 85 per 100 lb. keg, f.o.b., Winnipeg.

WIRE NAILS ALSO SHOW REDUCED QUOTATIONS

Winnipeg.

This week's market reports include a reduction on wire nails. The base price now in effect f.o.b. Fort William, is $4.00; and f.o.b. Winnipeg is $4.60 per keg.

MAINTAIN HIGH PRICE LEVELS ON TURPENTINE

Winnipeg.

The high prices announced on turpentine a few weeks ago still remain in effect. The present quotation is $1.55 per gallon in barrel lots.

STEADY PRICE PREVAILS ON LINSEED OIL

Winnipeg.

Quotations on linseed oil are still holding at the advanced prices made a month ago. The prevailing quotation is $1.20 per gal. for raw and $1.23 for boiled in barrel lots.

EXPECT BRISK TRADE IN BUILDERS' HARDWARE

Winnipeg.

The general impression as regards the subject of builders' hardware is reflected in the expression that "this will will be one of the biggest spring lines in the trade." When pressed for a reason contributing to this effect, this wholesaler referred to the extensive building programs that have been planned in many districts—both city and country—which sooner or later will result in a much improved demand for builders' hardware. The fact that many houses which were commenced last fall, are now being finished in the early months of the current year, is expected to be one of the factors contributing towards seasonal activity.

IMPROVED OUTLOOK NOTED IN ROPE MARKETS

Winnipeg

With the approach of spring, the volume of sales in rope and cordage is reported to be improving. Business in the primary hemp markets is also recorded as fairly good. Large consumers have displayed keener interest due to the firmer reports from the manilla markets. Local distributors report improved conditions generally, and prices are being fairly well maintained. Mexican sisal has not fluctuated to the same extent as was previously apparent. Many inquiries are evident, but are not all developing into actual purchasers.

Hamilton Markets

HAMILTON, Ont.—The month of March is usually a fair period of activity for the steel industry, and the current month is described as no exception to this general rule. It is noticeable, however, that for the time being, orders placed are chiefly for individual lots, but the aggregate is fairly heavy. New inquiries are also individually on a small scale. The general opinion, however, is that signs of recovery in the steel industry have been more than substantiated through recent developments, especially as regards volume of operation and both current and future requirements. The increased optimism, which was prevalent during the earlier months of the year, has been supported by a gradual expansion in general steel business. Trade resumption upon a broader basis is expected to materialize in the ensuing weeks, with a consequent firmer tone generally resulting in both foreign and domestic markets.

Sheet Demand Improving

Taking the sheet market in particular, it is noted that sheet prices are approximately half of the levels which prevailed in 1920. Stocks are still relatively small, but with an improved inquiry now generally noticeable, orders are also more frequent. The recent reduction in galvanized, black and annealed sheets, is not looked upon as a sign of weakness in the markets but rather as a further incentive to future commitments upon a broader scale of operation. In the primary centres, it is noticed that the sheet demand is improving week by week, and this condition is expected to spread to practically all phases of the industry within the near future.

A local manufacturer of household ware stated that a big increase has been recorded during the past few weeks in their sales department. This is attributed to the average merchant replenishing stocks in anticipation of Spring trade, and the improved market conditions generally. It was pointed out that kitchen utensils can be sold in practically the same volume throughout the year, if similar aggressive methods are utilized by the dealer. Another factor was found in the attractiveness of displays in this class of products, which frequently led to bringing prospective customers inside the store, where their interest can again be stimulated in various other commodities, thus enlarging the possible client's range of both vision and prospective sales.

Improvement in Trade

Another manufacturer of hardware specialties reports that a slight improvement in trade generally has been recently noticeable, although their plants are not yet operating at full capacity. Orders are coming in freely, however, but are described as very small. This condition is usual in practically all markets and commodities this season. The volume of current trade is said to be better in February than during January, and present indications point towards a further increase in March. An improvement is also reported by this manufacturer in the export business. Orders have recently been received from a wide range of other countries, including China, British West Indies, South Africa, New Zealand, England, and Australia. An effort is being made in this direction to recover the ground lost in export business during the war. Manufacturers and distributors of hardware products, however, state that they expect it will take considerable time to accomplish this aim. They further state that keen competition is being experienced with German goods now on the export markets, and point out that it is a very difficult thing for Canadian manufacturers with high wage levels and costly overhead expenses to compete on an adequate basis with German producers at their prevailing cheap ratio of production.

Pittsburg Markets

PITTSBURG, March 23. — Little change has occurred in the iron and steel situation in the past week. The rate of steel production, measured in steel ingots, is about 29,000,000 tons a year as it has been for the last three or four weeks. As almost all buying of steel for many months past has been for prompt shipment, the rate of production may be taken as an index to the rate of buying, which has not changed materially for several weeks. All things considered, the rate of production is rather high for existing conditions, hence there is no ground for expecting any increase in the volume of business in the near future, or until there are decided changes for the better in underlying conditions. The advent of spring might be expected to bring heavier demand, but the high rate of production recently suggests that this influence has been discontinued. Spring affects consumption rather than production and it takes time to finish steel and put it in shape for actual consumption, so that it may be assumed the recent heavy demand has been discounting the advent of spring.

Production of Steel.—Making allowance for slight decrease in exports, the production of steel for domestic consumption has lately been running at the same rate as in 1912 and 1913, the two best years before the war, while the rate is several million tons a year above the production in the best year prior to 1912. While the demand for steel looks large by comparison with pre-war records, it looks small by comparison with the capacity, or with production in the late years of the war and in 1920. Capacity is about 52,500,000 tons, and on this basis, the production at 29,000,000 tons, is 55 per cent. of capacity. While steel producing capacity has greatly increased since the war started, it does not follow that capacity of manufacturing consumers has increased in the same ratio. In other words, it is quite possible that consumers of steel may be quite busy without the steel mills being correspondingly busy.

The Coal Strike.—No developments have occurred reducing the prospect of there being a general suspension at the union bituminous coal mines April 1, when the present two-year scale with the United Mine Workers expires. The labor organization demands a national scale settlement as in the past, while the operators in some districts, including the Pittsburg district, have refused to meet in the former manner. The old practice was for the operators in the four states, Illinois, Indiana, Ohio and Pennsylvania, to meet and arrange a scale, scales for other districts in the country being then arranged in conformity, making certain allowances. The four states were called "the central competitive field," but this combination has now been broken up. The operators are willing to meet their employees, district by district, but the men have not consented to that.

Last week the Pittsburg Coal Producers' Association sent a formal invitation to District No. 5, the local organization of the United Mine Workers, proposing a wage agreement conference March 20, but the president of the district refused the invitation. Several weeks ago the operators published the scale they are willing to pay beginning April 1, involving reductions of about 30 per cent. from the present high scale, and with elimination of the check-off. As matters now stand the prospect is plain that there will be a suspension, which may decrease in extent from week to week by men breaking away from the union strike order, beginning perhaps at mines on the fringes of union districts, where there are non-union districts nearby.

The coal market in general began softening about a fortnight ago and last week it turned quite soft, as to both union and non-union coal. Pittsburg district coal sold down to $1.80 for steam mine-run, when about $2.10 had been the minimum for many months, until very recently. Sellers at much under $2.00, while originally union, are supposed to have special arrangements with their men, as $2.10 is regarded as approximately representing cost with the union scale.

The trade attributes the softening in the coal market to consumers having practically completed their stocking, well in advance of the date for the suspension, the presumption being that consumers feared a last minute rush for coal, with higher prices, and wished to get through early. The steel mills exhibit no concern in connection with the prospective suspension

Shows Paint Prospect How $5 Spent Saves $100

Line of Argument Advanced by a Paint Salesman to Encourage Prospects to a Proper Realization of the Value of Paint and Varnish—Many Persons Spend Money Freely on Much Less Important Things Than Paint

THE FOLLOWING is a suggested line of sales talk for the paint salesman who deals with the prospect who doesn't appreciate the preservative value of paint. It is a line of argument wihch can be followed to good advantage in developing early spring business:

"If you, Mr. Prospect, were confronted with the possibility of spending $5 and saving $100, what would you think of the proposition? If I know anything of human nature, I can see you falling over yourself to take advantage of this excellent offer.

"You will naturally ask, 'How can I spend $5 and save $100?' Let me explain. You, I presume, are working earnestly and steadily towards the advancement of your own financial position. We are all doing it, some with more success than others, but nevertheless, it is the desire implanted in the breast of each one of us to advance—to make good, and to place ourselves in a position of financial security so that the approach of old age will not leave us dependent on other people for our support. It is justly so that this desire should be present and it is an eminently praiseworthy one.

"You are, no doubt, careful to see that no extravagance is permitted in your affairs, and that carefulness and economy are continually practised in your daily life. You insure your property against fire—against burglaries, and you insure your life so that those dependent upon you shall not be left stranded should the unforeseen happen, but, is that all there is to do? Do you insure your property against as deadly a foe as ever attacked the welfare of any human being? I refer to the insidious and ever present attacks of the elements on property, which is not protected by paint or varnish.

"Strange to say there are thousands of individuals in this great Dominion, who carry out conscientiously the above mentioned virtues, but, who, yet actually will not 'spend $5 to save $100.' Has it ever occurred to you just what actual loss you are sustaining each day you are leaving your property unpainted? (A loss annually to property, of no less than five times the sum lost to the Dominion of Canada yearly by fire.) You say 'Oh! I cannot afford to paint just now, I appreciate that a freshly painted house or building looks very nice and attractive, but really the cost of living,' etc., etc. Mr. Prospect, if that represents your idea as regards paint and varnish, you are on the wrong track entirely. It is true that paint and varnish have a wonderful beautifying effect, but this is only secondary to the actual value of painting, which is preservation. Nothing has been found so far to even begin to equal the wonderful values, as a preserver, that are contained in a coat of good paint or varnish.

Loss On a $4,000 House

"Now, let us come to the interesting part of 'spending $5 and saving $100.' Yes! and this can be proven to be an actual and literal fact. What is the value of an ordinary house occupied by the average family? It is quite true that this figure would vary considerably in different parts of Canada, according to the size of the house, the location, and the financial standing of the family concerned. Let us however, take as a basis for our calculations, the sum of $4,000 as representing the value of a house. The deterioration on such a house varies enormously, according to whether it is properly painted (and thus protected,) or whether the painting has been neglected, thus leaving a clear and open road for the immediate and steady attacks of the elements.

"An unpainted house, no matter how good the lumber originally was, will be practically a ruin in ten years. Its sale value will certainly have depreciated over 75 per cent., even if it is habitable at all after that period. Here then we have a clear loss of $3,000 in ten years, all of which could have been prevented and the property actually have increased in value had the house received proper painting attention.

"It is not too much to state that an expenditure on paint and varnish of $150, or averaging $5 per $100. would have preserved the house and have arrested this enormous loss. If you have property and are renting it, it will pay you many times over to keep your house in weather proof condition, by systematically painting every few years, thus giving you the benefit of prolonged revenue, less expense, while a well painted house is always a good "let." It is the dirty, dreary, dilapidated looking house, that is left untenanted month after month, a dead loss to the owner and a constant reproach to his business ability.

"We have given an example where by 'spending $5 the owner would have saved $100.' It is not by any means an exaggeration to state this, but if anything it errs on the side of conservatism. On property of increased value the saving would be even greater in proportion, owing to the covering and protecting power of a gallon of high grade paint.

"This is the idea the 'Save the Surface' campaign has been endeavoring to instil into the minds of the people of Canada, and it is truly one that is essentially sound, based, as it is, upon the desire to protect and preserve the property of Canadians.

"I want, in all sincerity, and earnestness to draw your attention as a property owner of the Dominion of Canada, that unless you periodically protect your property, by paint and varnish, you will, without the slightest question, be a heavy loser.

"Conservatism and economy are bywords of the present day, and justly so, but surely they cannot be applied to you if, whether through ignorance, or unwillingness, you refuse to 'spend $5 to save $100.' "

Says Lampblack Difficult to Ignite

Warning Issued by Fire Commissioners Concerning Danger of Spontaneous Combustion Due to Lampblack Coming in Contact With Moisture Said by Manufacturers to be Unjustified by the Facts

WARNINGS of the danger of ignition of lampblack are frequently issued and passed along throughout the hardware trade. The statement reproduced on the page is from the house organ of a large insurance company and deals with the various dangers to which lampblack is subject.

In drawing this matter to the attention of a prominent manufacturer of lampblack, carbon black, etc., Hardware and Metal is informed that this statement and other such reports are false, as lampblack will not ignite by itself nor even in the presence of steam or moisture as indicated.

"Rapidly oxidizing oils will ignite any porous product under certain conditions of temperature. Oily paper, oily shavings, oily rags, etc., will of course, ignite, that is, the oil will ignite. Lampblack when ignited never flames, but glows," said the manufacturer.

"Prior to 50 years ago when some of the lampblack was manufactured from resin and other oils in such a crude way that the black was heavily impregnated with oily vapors, there might have been such a possibility, but to-day the oil is far too expensive to waste and further lampblack after it is made passes through (in our process) very long flues of fire brick under intense heat.

"If lampblack were to catch fire because of moisture, we should soon go out of business as not a little of it becomes damp in transit through leaky railroad cars, or being left in barrels and boxes in the open, on railway station depots and in the holds of vessels. All of the barrels are slack cooperage which would add to this risk if it really existed.

"We have often been asked the question if there is danger of lampblack taking fire by spontaneous combustion by coming in contact with water, but we have not experienced it in our 70 years of business, nor even heard of any authentic case. We know of two cases where lampblack came in contact with oil, one from a dripping bearing into a barrel and one from an oily scoop and in both instances a midsummer sun shining through a glass window sun caused a smouldering of the oil and black in the barrel. We burn some of our lampblack again in a calcination process and find difficulty in igniting it. This is done by means of alcohol and a torch. The center part of a barrel can become ignited in this way and unless stirred frequently to give it oxygen will not spread for many days. Insurance companies dating back from the earliest times have made the spontaneous combustion theory an excuse for very high rates."

Lampblack Will Ignite

Contributed by the Fire Commissioner's Department.

When making inspections of hardware stores, the following is the dialogue which usually takes place between the inspector from this Department and the owner or clerk of the store:

"Where do you keep your lampblack?"

"Oh, just here, on this shelf."

"Well, I would like you to keep it in a metal container."

"Why?"

"Because it is subject to spontaneous ignition."

"Well, I've been in the business and handled lampblack for twenty years, and it's the first time I've heard of it."

The following extracts from reports will, we think, answer the question:

"On making a close examination of the debris, the remains of two packets of lampblack, which had been kept in a cardboard box, was found on the second shelf from the floor at the point where is was concluded the fire had originated.

"The lampblack was in one-pound packages, and the method used in preparing same for marking shipping boxes was by mixing it, in a tin dish, with a little coal oil. The lampblack had not been used for several weeks previous to the fire.

"The shelf upon which the packages were found was about two feet from the floor and about three feet from door leading to the hall, and about six feet from a steam radiator, and we are of the opinion that the lampblack received its necessary quantity of moisture from the condensation of the steam caused by the opening and shutting of the door above referred to."

"On making an examination of the fire damaged structures (a hardware store), it was found that the fire had evidently originated in a wooden box which contained several one-pound packages of lampblack, which was placed on a shelf about three feet from the floor, the premises being steam heated and a radiator situated about four feet from the lampblack, a door, also about four feet away, leading direct to the outer air, and we are of the opinion that the lampblack received its necessary quota of moisture from the condensation of the steam from the radiator caused through the opening and shutting of the door above referred to."

"In the latter part of 1918, members of this Department were called to a large departmental store, and were shown a one-pound package of lampblack actually burning."

The above article appeared in a recent issue of the house organ of a large insurance firm. Intended as advice to its agents the article shows how prevalent is this misconception regarding lampblack.

Details of Canadian Brush Industry

Seventy-eight Brush and Broom Industries in Canada Made Products in 1920 Valued at $4,680,985.—Big Increase in Production of Hair or Bristle Brushes in 1920

A REPORT has just been compiled by the Dominion Bureau of Statistics on the brush and broom industry of Canada showing that whereas there were 57 broom plants and 18 brush firms operating in 1919, there were 55 broom and 18 brush plants in Canada in 1920. The total number of firms including ones engaged in both these branches of the industry were 78 in 1919 and 1920.

The number and selling value of brushes at the factory in 1920 were as follows: brooms, 289,021 doz. valued at $2,007,479. Whisks, 65,125 doz. valued at $144,077, brushes (hair or bristles) 367,570 doz. valued at $1,710,528; brushes (corn or fibre) 287,345 doz. value at $605,661, all other brushes valued at $57,927. The total value being $4,680,985 compared with a total value of production in 1919 of $4,284,915. The biggest difference in the two years was the big increase in production of hair or bristle brushes in 1920, which compared with a selling value of only $741,399 for the 1919 production.

Total capital invested in the brush and broom industry in Canada is $3,780,252 compared with $2,987,412 in 1919. Number of employees increased from 1,069,948 in 1919 to $1,212,541 in 1920.

Value of materials used in making brushes in 1920 was as follows:—lumber $50,464; fibres $139,378; bristles $604,772; horsehair $60,172; brush blocks $72,133; wire, brass, steel, etc. $16,648; brush backs $5,489; tin, $18,284. Total cost of materials for both brooms and brushes was $2,454,001.

BOECKH'S BRUSH NEWS

Good Finish Makes Selling Easy

The finish of a brush is highly important not only to the man who has to **sell** it, but to the man who has to **use** it. In manufacturing Boeckh's Brushes we have always kept that thought in mind, and as a direct consequence Boeckh's Brushes are everywhere famous for their excellent "finish."

Finish is most important to the dealer, because it makes his job of selling easier. The customer buys more readily. The appearance of the brush pleases, promises long wear, and satisfies him that he is making a good buy.

The dealer doesn't have to make such a heavy effort to sell his customer when he handles Boeckh's Brushes. The moment your customer lays his eyes on a Boeckh Brush the perfect finish will promise him equally perfect construction, excellent materials, long service and wear.

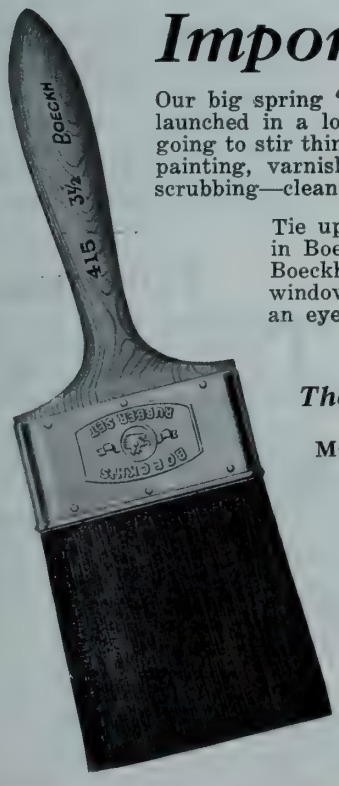
And the "finish" of Boeckh's brushes is a truly accurate indication of their unseen quality, serviceability and future performance under strenuous and continuous use.

Sell a man a Boeckh Brush and he'll be back again in time for more. He won't forget the immense satisfaction it gave him. He **can't** forget the splendid finish that persuaded him to buy.

Important Announcement

Our big spring "Paint-up and Clean-up" advertising campaign is just being launched in a long list of Canada's finest newspapers. This advertising is going to stir things up; get folks using Boeckh's Brushes all over their homes, painting, varnishing, enameling, kalsomining, sweeping, dusting, polishing, scrubbing—cleaning up, painting up, brightening up their homes.

Tie up with this campaign and you'll do a tidy business in Boeckh's Brushes in the next few months. Advertise Boeckh's Brushes, display them in your store and in your windows, and talk about Boeckh's Brushes. Then keep an eye on mounting profits and quick turnover.



The **BOECKH COMPANY** *Ltd.*

Makers of everything in good brushes since 1856

TORONTO, CANADA

DISTRIBUTORS:

Montreal:—The H. E. Smith Sales Co., 130 Craig Street, West.

Winnipeg:—J. B. Buckham, 664 Broadway.

Vancouver and Victoria:—The T. S. Griffiths Co., 1080 Hamilton Street, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, March 23.—A drop of 4 cents in the quotations on linseed oil offers the feature of the paint market this week. In sympathy with the seed market, which has been slightly easier during the week, the oil market responded with the above reduction. The weakening in the seed market followed a softening of Argentine quotations, but the fact that there is again a firmer tone in the situation in the past few days, would make it appear that the movement was only a temporary one. Those well informed point out that the underlying factors in the market are unchanged, and there is still the probability of a shortage in seed later on.

Turpentine is little changed this week, the market steadying somewhat after the recent softer tone. Quotations on the local market remain at the revision of last week, and importers seem satisfied that the market will remain fairly firm from now on. There is now a firmer tone to the market in the South and with increased consumption in the following weeks there seems little likelihood of any further recession in prices, at least until the new crop is marketed. The shellac market continues with a firm undertone, and an advance in quotations at primary centres on gum shellac is now noted. Quotations, however, on the local market remain unchanged for the week.

Activity is now everywhere pronounced in paint and varnish circles. Manufacturers describe the present movement of these lines as quite satisfactory, and increasing from week to week. Quotations on these products, also white lead in oil and putty, are steady to firm owing to prevailing costs of raw materials.

LINSEED OIL PRICES DROP FOUR CENTS

In sympathy with the flax seed market, which was slightly easier during the week, linseed oil quotations are reduced four cents per gallon, with a price of $1.04 for raw oil in one barrel lots most generally quoted. The weakening seed market came following a softening of Argentine prices, but is considered only temporary, in fact there is again a stiffening of prices noted in the past few days. It is pointed out that the underlying factors are unchanged, and there is still the probability of a shortage of seed later on. Reports from outside centres state that crushers are more than a little concerned over the prospects of obtaining sufficient seed to keep their mills running at a rate to take care of demands until the time of the next domestic crop.

There is a continued improvement in local demands, and oil sales have now reached a fairly active stage.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal. ..	1 04	1 06
3 to 5 barrel lots, per gal.....	1 02	1 06

Less barrels, add 10 cents per gallon.

NO FURTHER CHANGE IN TURPENTINE PRICES

Montreal

There is little change in the turpentine situation this week. Quotations remain at the decline of last week, with a quotation a few cents in advance still given in some quarters. Demands have now become quite heavy, and importers are well satisfied with the earlier showing of this product. Jobbers report a gradual improvement in dealer sales, although it is yet early for the active spring buying period, this usually commencing next month.

Although the market sagged a little recently, there is already a firmer tendency, with indications of a fairly steady condition prevailing for future. It has been predicted for some time past that fluctuations would in all probability occur in the market, but that the undertone would continue firm, opinions being based in this direction because of conditions in the south, and taking into consideration the increasing consumption which is usual at this season. It is still pointed out that demand will control the situation to a large extent, and spring consumption, should now soon commence. Unchanged local quotations are the following:

TURPENTINE—	Imp. gal.
1 barrel lots	1 22
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 32

PAINT BUSINESS PROCEEDS ALONG SATISFACTORY LINES

Montreal.

Spring buying in paint, varnishes and sundry lines has now commenced in earnest. Manufacturers report increased activity from week to week, and the volume of business is now said to be quite satisfactory for the earlier buying period. With the booking dates now extended on white lead in oil until June 30th, little change in quotations on any of the paint products is anticipated until after the active spring season at least. Lead and linseed oil, the two basic materials, offer little chances of a recession as the markets are fairly firm.

UNDERTONE OF SHELLAC MARKET STILL FIRM

Montreal.

Quotations on shellac remain at unchanged figures, with the same wide range appearing in prices given by different jobbers and distributors. In primary circles this product is reported as being very firm, chiefly owing to disturbances in India. Importers from this field are said to be experiencing their own troubles in obtaining further supplies, being further hindered in transporting from the interior to the seaport centres. While it may take some little time before this condition reflects on the local market, it is felt that a stiffening of prices is not unlikely when demand becomes more active in the following months. Following are most general quotations:

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

PARIS GREEN AGAIN QUOTED ONE CENT LOWER

Montreal

Paris green quotations, with the exception of keg and barrel prices, are again revised, showing a reduction of one cent per lb. This revision does not result from any underlying factor in the market, but is given in order that quotations will be on a uniform basis in all quarters. This brings this year's quotations 15 cents lower than the opening prices issued last year.

Toronto

TORONTO, March 23.—Several important developments are recorded in the current paint markets. These changes principally affect turpentine, shellac and Paris green. The quotations on the later product show a further slight revision on the smaller sizes, thus bringing quotations to a uniform market level. Turpentine on the local market has receded another two cents per gallon, this tendency being attributed to the mild demand, combined with a steadier tone to southern distributing centres. As a larger volume of business is generally looked for during the ensuing weeks, with the likelihood of receipts being larger on the primary markets, it is felt that the prevailing tone may be thereby sustained. Consumers continue to adhere to the policy of buying hand-to-mouth, and

(Continued on page 52)

"Save the surface and you save all" *Paint & Varnish*

The Seven

Registered **Floglaze** "The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered **Floglaze** "The Finish that Endures"

FLOGLAZE Auto Finishes

(The can with the Brown and Red Label)

Are you ready for the Spring demand for Auto Finishes?

Many automobile owners do not intend purchasing new cars this year, owing to the economic situation. Therefore, the demand for high grade automobile finishes will be greater than ever this Spring.

FLOGLAZE AUTO FINISHES are specially adapted to the amateur finisher's use. Seven popular shades, easily applied, giving nice flowing qualities, and drying with a durable, glossy lustre not usually obtained by the average automobile finishes. Can also be used on motor trucks, bodies, hoods and fenders.

Let FLOGLAZE AUTO FINISHES help increase the profits of your paint department.

Our dealers' booklet "A Guide to Larger Profits" describes FLOGLAZE AUTO FINISHES fully. Write for this book.

Floglaze M L FINISHES THAT ENDURE QUALITY

"Make 1922 your greatest Paint and Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 50)

trade in the aggregate is approximately normal for this season of the year.

Some local distributors have announced the withdrawal of prices on shellac, this action being attributed to a variety of reasons. The firm undertone in these markets has been noted in recent issues of Hardware and Metal. This situation reflects such conditions as the disturbances in India and the consequent unsettled state of the Calcutta markets. Importers from Indian centres state that the turbulent nature of recent events in that country has hindered the transportation of shellac from the interior. Another factor accentuating the apparent shortage, was the reported loss by fire of a recent cargo en route to New York.

Activity in paint and varnish circles is now more pronounced from week to week with both manufacturers and distributors reporting increased interest by purchasers generally. Spring buying is now described as on a normal plane, and the prevailing movement is stated as satisfactory. Quotations on the various paint products remain unchanged, with allied lines such as white lead in oil, and putty, also recording increased demand with steady price levels.

LINSEED PRICES STEADY AT REVISED LEVEL

Toronto.

Linseed oil prices on the local markets remain at the level of $1.15 for raw and $1.18 for boiled in barrel lots, with no further developments recorded since these quotations became generally effective a few days ago. It is noticeable, however, that the seed market has been slightly easier during recent weeks, this movement following the weakness in the Argentine flax seed quotations. This tendency, however, is looked upon as temporary, and the general undertone is apparently again on the road to recovery. No great supply of seed is available, and it is pointed out that under these circumstances, linseed oil should register a steady to firm market. Demand is described as of a fairly active nature at present, with improvement in this direction anticipated as the season develops.

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 10	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

Less barrels, add 15 cents per gallon.

TURPENTINE PRICE SAGS ANOTHER TWO CENTS

Toronto

Both supplies and demand for turpentine are described as of a moderate nature, and quotations on the local markets have generally receded another two cents per gallon. Recent reports from southern distributing centres indicate that current offerings are now in excess of receipts and stocks are also heavier than shipments. A fairly steady tone however, prevails, especially in view of anticipated improvement in the volume of demand in the near future. Requirements are usually, heavier during April, but with fresh receipts also available at this time, no extensive changes are looked for in the markets generally. The revised local prices follow:

TURPENTINE—	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

Turpentine steel drums galvanized, 6c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon extra

MORE MINOR CHANGES IN PARIS GREEN COST

Toronto.

Following the revised quotations announced last week on Paris green, prices have since been established at a uniform level by another reduction of one cent on cartons, tins and drums. Altogether, the current prices are fifteen cents lower than the quotations for the previous season. Following is the revised list:

PARIS GREEN—

½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.	0 33
50 and 100 lb. drums, per lb.	0 31
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c. per lb. extra.

SHELLAC PRICE WITHDRAWN ON LOCAL MARKETS

Toronto

The firm situation in shellac which has been noted in recent market reports, has now developed to the point where local distributors have withdrawn quotations on this product. This action is generally attributed to the scarcity of gum shellac, with its consequent reflection in shellac markets, both foreign and domestic. Quotations on shellac recently moved up to a more uniform level, which is generally noted at $5.10 for white, and $4.60 for orange in barrel lots. Some easier prices have been recorded in certain quarters, but this condition is generally attributed to the use of substitutes, and pure grades record a firm undertone, as noted above.

BRIGHTER TONE NOTED IN GLASS MARKETS

Toronto

Current window glass business is said to compare very favorably with the corresponding volume recorded this time last year. While some unsettlement with regard to prices is noted in certain quarters, yet distributors are generally optimistic regarding future conditions in the glass industry, and look for an improved seasonal demand, consequent upon the general reflection of improvement in basic business circles. While the recently revised list prices have evidently not yet been uniformly adopted in some quarters, the latest list is regarded as representing local quotations. Adherence to easier levels on certain domestic markets is ascribed to the importation of lower priced foreign window glass.

COLLECTION OF INTEREST

Continued from page 30

liability to pay interest until the final settlement of the account, when they evidently intended to raise the question of their liability to pay interest.

Implied Understanding

In the result the judge held that the court of dealings between the parties, coupled with the printed notification on the plaintiff's statement of account, sufficiently evidenced an implied understanding or agreement to pay interest, to bring the case within the general principle that an agreement to pay interest may be reasonably implied from the previous dealings of the parties, coupled with a printed notification of intention to charge interest on the vendor's statement of account.

In Hart vs. Greer, 33 W.L.R., p. 39, the plaintiff had printed on his account, "interest at 10 per cent. per annum chargeable after thirty days," and the evidence showed that on several occasions subsequent to the expiration of thirty days, the plaintiff called the defendant's attention to the printed notice on the statement, and notified him that interest was being charged.

The district court judge considered the case of Marshall vs. Eaton & Gordon, mentioned above, and decided that while, as stated by the judge in that case, the printed words taken alone do not constitute a written demand under the Act, they do limit the period of credit or render the account payable within the time therein specified, so as to bring the case within the first part of subsection 2, s. 29, of the King's Bench Act above referred to, and that where the attention of the debtor is called to the notice and he is notified that interest is being charged, it constitutes a demand in writing informing the debtor as is required by the said subsection.

To sum up, therefore, it would account to the effect that interest as appears from the cases above quoted that if a notification is printed on the notice a specified rate will be charged after a certain period the debtor will be liable to pay interest by virtue of that notification, if (1) he has been in the habit for a period of time of making payments from time to time on accounts bearing the notification and including interest, so that an agreement to pay interest could be inferred from the course of dealings between the parties; or (2) if, after the expiration of the credit period intimated on the account, a demand is made for payment from the debtor and interest is demanded pursuant to the notification printed on the account, although as a matter of evidence and in any event to make the position stronger, the demand for payment of the account and the interest should be made in writing.

Who Will Get Their Trade This Spring?

The farmers and fruit growers of your community—the men who raise the largest and best quality crops as a result of careful cultivation and **timely spraying with quality Insecticides?**

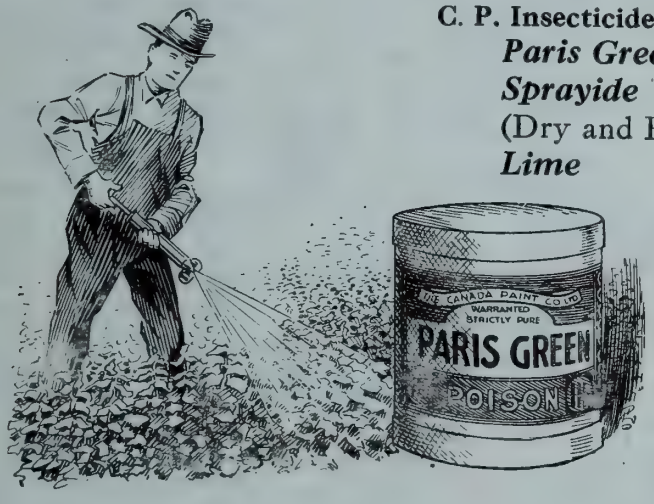
Why should **you** not get this trade?

Right now is the time to secure it. All you need is a stock of

Canada Paint INSECTICIDES

the surest and most economical preventatives of the destructive insect pests.

The quality of these Insecticides is an assurance of good results. They are easy to apply—retain their strength and purity indefinitely and remain in suspension longer than most other Insecticides.



C. P. Insecticides include:

Paris Green ***Dry Lime Sulphur***
Sprayide ***Arsenate of Lead***
(Dry and Paste) and ***Arsenate of Lime***

Stock them for big spring sales and good profits. Stock them for the added prestige that the merchandising of such high quality insecticides will inevitably bring you.

Full particulars of our attractive dealer proposition on request. Write our Montreal office—to-day.

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ..	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ..	....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ..	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ...	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor-$14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. **John, Halifax, freight equalized.**

AXES

Boys' Axes, doz.	9 50	10 50
Hunters' axes, doz.	8 00	9 50
Single bits, doz. ..	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and **prices are quoted on application. Prices range from 10c to 75c a lb.**

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6 inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each, each.. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13 16....	8.25	28-16....	24.00
14 16....	8.25	29-16....	27.00
15 16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, **85%.**
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round.	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings............	$ 6 65
No. 5, standard...........	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 10%
No. 800	**Net**
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under **WARES.**

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal. Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ...	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb....	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, 53c per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, **$7.75**; Toronto, **$8.00**; London, **$7.75.**

WIRE NAILS (¼ to 12 in. inclusive.)

Common
Moulding
Finishing
Casing
Flooring
Clinch
Box
Light Car
Heavy Car
Siding & Clapboard
Common Spike
Hinge Nails
Barrel & Broom
Slating
Roofing
Sash Pins

WIRE
Bright
Annealed
Soft Drawn
Coppered
Tinned.

STAPLES, BRIGHT OR GALVANIZED.

WIRE NAILS

WIRE HOOPS

STRAIGHTENED RODS

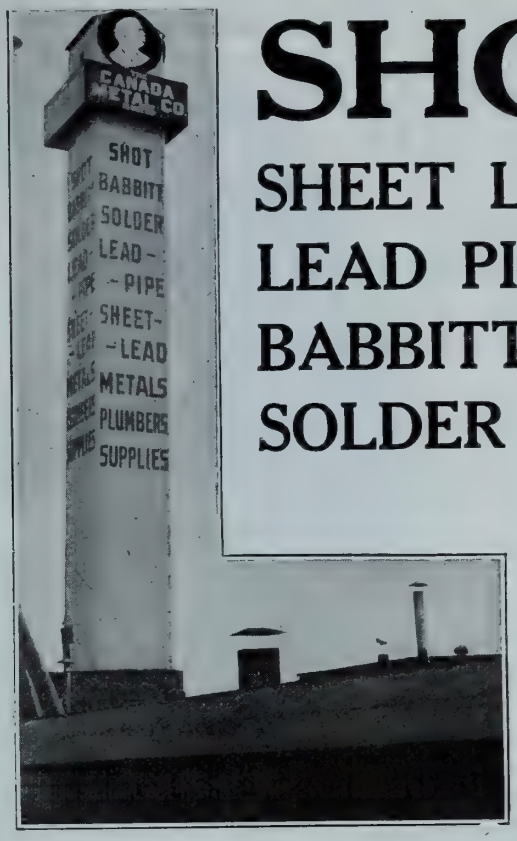
BALE TIES

THE GRAHAM NAIL WORKS

Operated by

THE CANADA METAL CO., LIMITED

TORONTO



SHOT

SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment

THE CANADA METAL CO., LTD.

TORONTO

lines of paints and varnish recommend you for the next job.

O. P. W. Paints wear longer.

O. P. W. Varnishes will not turn white in water, are tough and durable.

Ottawa Paint Works, Limited

Ottawa - Ontario

Branches : Montreal and Toronto

"Save the surface and you save all" Paint & Varnish

DAMPERS— Doz.
Cast, Champion, 5 inch ... $1 42
6 inch ... 1 57
7 inch ... 2 10

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.
7/16 ... .90 29/32 ... 2.20
15/32 ... .95 15/16 ... 2.30
½ ... 1.00. 31/32 ... 2.40
17/32 ... 1.05 1 ... 2.50
9/16 ... 1.10
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%
3/32 ... $2.70 ⅜ ... $ 8.50
⅛ ... 3.00 7/16 ... 10.50
5/32 ... 3.50 ½ ... 13.00
3/16 ... 4.00 9/16 ... 15.50
7/32 ... 4.50 5/8 ... 18.00
¼ ... 5.00 11/16 ... 21.00
9/32 ... 6.00 ¾ ... 24.00
5/16 ... 7.00 ⅞ ... 30.00
Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60|5%
Globe ... 60|5%
Nicholson ... 40%
Black Diamond ... 40%
Delta Files ... 20%
Firth Files ... 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per Cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ... 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 75
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3.75
Bi-Treadle, each ... 9 75
3. $11.50; F.o.b. Toronto.
Cycle BB. ... 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10;

HALTERS, ROPE.
Per gross
Sisal, 7-16 in. ... $21 00
Do., 9-16 in. ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... $4 60
Kling ... 4.00

HAMMERS, NAIL— Doz.
No. 21 ... $12 00
No. 1 ... 15 40
Nos. 1½ and 61½ ... 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... 12 50
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. ... 9 20
No. 30, 1¼-lb. ... 9 90

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%. List.
Atlas No. 0 ... 13 35
Do., No. 1 ... 13 80
Do., No. 2 ... 15 85
Stearns, 4 in. ... 12 80
Do., 5 in. ... 16 00
Perfect, No. 1 ... 10 50
Canada ... 13 25
Hatch ... 13 25
National ... 12 00
America ... 19 00
Great West ... 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $9 75
No. 2 ... 10 75

HATCHETS, LATH—
No. 3 ... 10 00
No. 4 ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner ... 11 00
Do., 2 burner ... 16 00
Discount 27½%.
Universal ... 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 ... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set ... 1 85
Reliance Door No. 270.
Light, per doz. ... 3 15
Medium, per doz. ... 4 20
Heavy, per doz. ... 6 40

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1 [illegible]

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. ... 15 50
Do., ¾ in., 100 ft. ... 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... 21 per lb.
48 x 96 ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set ... $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point ... 15 00
Lightning ... 14 00
Heath's ... 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard ... $0 44
Household ... 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. ... 0 48
Single and Fruit Picking
10 ft. to 16 ft. ... 0 26
18 ft. to 20 ft. ... 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. ... 0 30
36 to 40 ft. ... 0 33
44 feet, and over ... 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension ... 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain . $12 00
Do., Japanned ... 12 75
Dash, plain ... 18 75
Do., Japd ... 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs ... 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases ... 1 35 doz.
3 doz. cases ... 1 20 doz.
6 doz. cases ... 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... 2 00
Do., No. 3 ... 2 50
Do., No. 4 ... 3 75
Barn Door, No. 6 ... 3 30
Do., No. 9 ... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless ... 17 50
Hamilton ... 14 00
Peerless ... 14 50
Snowball ... 19 50
New Century, style A ... 19 75
Do., style B ... 21 75
Do., Electric ... 125 00
Playtime, engine drive ... 27 00
Ideal Power ... 30 00
Sunshine ... 10 25
Popular ... 14 50
Economic ... 16 00
Puritan ... 19 50
New Champion ... 21 50
Home ... 21 50
Vacuum ... 28 00
Home, Water motor ... 28 00
Whirlpool, water power .. 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric ... 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack ... 22 75
Perfection, engine drive .. 65 00
Do., electric ... 132 00
Beaver ... 26 00
Beaver, power ... 27 00
Connor, vacuum ... 27 50
Patriot ... 21 50
Jubilee ... 12 50
Canada First ... 21 50
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen ... $33 95
No. 8 dozen ... 44 90
Universal—
No. 4, dozen ... $40 00
No. 8, dozen ... 52 00

MOPS— Doz. net
Liquid Veneer ... $16 00
O-Cedar, large, with handle 16 00
Do., with handle, small... 10 00
S. W. Mops, complete ... 4 15
Mop Sticks, No. 8 ... 2 00
Cast Head Mop ... 2 00
Crescent, No. 10 ... 2 30
[illegible] ... 7 85
Smarts', ... 4 00
No. 11, Janitor ... 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch...	$1 50	2¾ inch..	0 30
1⅛ inch...	1 40	3 inch..	0 20
1¼ inch...	1 15	3¼ inch..	0 15
1½ inch...	0 80	3½ inch..	0 10
1¾ inch...	0 75	4 inch..	0 05
2 inch...	0 60	4½ inch..	0 05
2¼ inch...	0 55	5 inch..	base
2½ inch...	0 30	5½ inch..	base
		6 inch..	base

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Satinette

ENAMEL

A DISTINCTIVE LEADER

For Your Paint and Varnish Department

SATINETTE ENAMEL is in demand by those who know real enamel value for all high-class finishing whether exterior or interior.

This already large demand will be materially increased by the extensive publicity campaign now being carried on among master painters and consumers. This campaign will bring forcibly to the attention of the buying public the superior quality of Satinette.

You will be called upon to furnish Satinette Enamel to your customers. No substitute will be acceptable.

The Satinette container as reproduced here if displayed on your shelves or counter will get sales-making attention immediately.

Satinette Enamel is supplied in Gloss, Semi Gloss or Flat White, also in Ivy or Grey shades.

Satinette is only one of the many easy-selling and profitable International Varnish Company's products. We manufacture a full and complete line of highest quality Varnishes, Stains, Paints and Enamels.

Order your supply of Satinette now. Write us for prices and full particulars on our complete line.

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	6⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 80
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod
1848	0 67
2060	0 72

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM— per 100 lbs.

Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0 20.0

List, less 15 per cent.

Imperial kerosene, tractor, heavy	$1 10
Do., ex. heavy	1 20

List less 10 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case

5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$18 40
3 in. in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs, 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles

(4 Shingles in One), sq.	6 00
Everlastic (red or green) mineral surface, sq. 36" wide,	2 85
Do., 18" wide	3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	41
Hemp, tarred bolt rope basis	45
Marline and Houseline	46

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.60; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

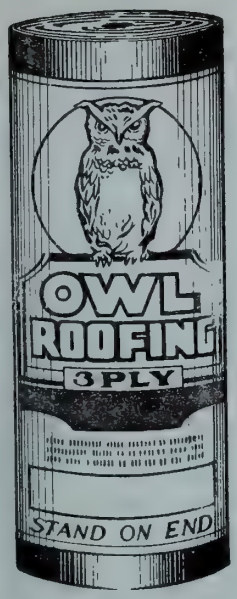
SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 [illegible]
1⅛ in.	13 [illegible]
1¼ in.	15 [illegible]



BE WISE!

WRITE FOR PRICES

Owl Brand Strip Slates, size 36 x 12, red and green. They save time and will not curl.

Owl Brand Slate Surfaced Roofing, red and green, 108 square feet, 85-lb. roll. Write for dealer samples.

Owl Roofing is made in 1, 2, 3, 4, 5-ply; is fire resisting and free from taint in rainwater; each roll contains 108 square feet, 32 inches wide; enough to cover a space 100 feet square, and allow sufficient lap. Nails, cement for seams and instructions for laying are included.

BE READY FOR A VIGOROUS DEMAND

Owl Brand Roofing has captured a big bunch of enthusiastic dealers and everything points to a whirlwind Spring business with the fastest selling Roofing on the market. Owl Brand Roofing makes the most profit for you, and brings customers back for more—write for samples and our proposition to dealers.

W. WALKER & SON, Limited

Wholesale Hardware & Iron Merchants

10-16 ALCORN AVE. - TORONTO

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

S[illegible] [illegible]
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List

Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

[illegible]
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford,

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List: Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black..	27.50	....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	....	....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount [illegible] off list
Hot Blast
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS WIRE
Hercules, doz .... $8 6[illegible]

STRETCHERS CURTAIN
Star, No 1 .... $27 60
Star No [illegible] 30 00
S[illegible] No 1 .... 20 00
Sun No 2 [illegible] 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fitting
cyco ball bearings .....$ 60 00
Galv. Coal Hods, list, plus 33 1-3%.
Champion, jap fittings .. 45 00
Grand, jap., cyco b.b. ... 68 00
Grand Rapids, nick., cyco b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list
F.O.B. Montreal, Toronto, Hamilton, London

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in per 100 ft... .... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH, EAVE
O. G. Square bead and half round:
Size in girth Per 100 ft.
8 in.. $15 90 15 in......$28 80
10 in..... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... [illegible]
F.O.B. Toronto, London, Hamilton, Montreal

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11⅛
550 feet 0 12⅛
600 feet 0 13⅛
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans List, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

[illegible]

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

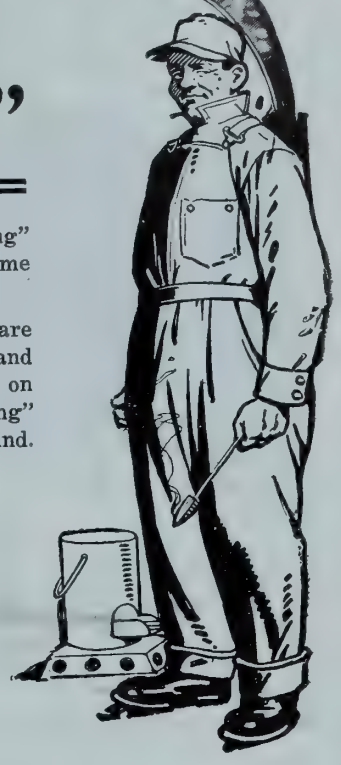
WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 106 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS

Talk No. 351

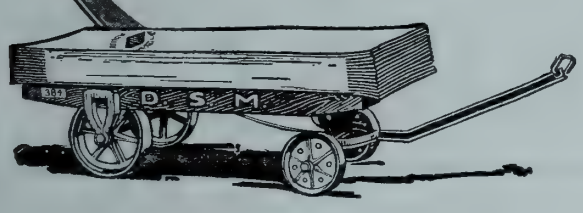
"A Baby's Breath"



That's a good description of the coating you get by the "cold galvanizing" process. Of course, sheets are not coated that way but nevertheless some sheets have a very "skimpy" coating.

If you are interested in knowing the proper weight of coating per square foot for your requirements, write and state the gauge and purpose, and we'll be pleased to tell you. Incidentally, that will be the coating on "Premier" Galvanized Steel Sheets as we specialize on "Just Right Coating" —not too heavy, certainly not the cheap, ineffective, underweight kind.

TINKER TOM.



MADE IN PREMIER CANADA

Best Decorators Use It
Best Stores Sell It

If your customer has not used Alabastine lately he will be surprised and delighted with the improved quality over what it was years ago.

We guarantee that Alabastine as now made will spread more easily and cover better than any other similar wall covering when mixed in the same way in either hot or cold water.

When mixed in cold water Alabastine shows a marked superiority over other goods mixed in the same way.

Mix in Hot or Cold Water

Alabastine

Beware of imitations, there is only one Alabastine.

Retail price, 2½-lb. package, 40c Retail price, 5-lb. package,.. 75c

The Alabastine Company, Paris, Limited

PARIS, ONT. WINNIPEG, MAN.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-06
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal..... $4 00
Ad-el-ite, tints, gal..... 3 75

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure ..	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 35

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall Muronic .....$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ....-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS.—Window Single Double

Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal. Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection 12 75		13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure.		13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks . . .$ 9 75
Genuine, 100 lb. casks 10 75
Less quantity 11 75
No. 1, in casks ... . 7 00 to 8 75
Do., in kegs ... ...8 00 to 9 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.

	White	Tints
250-lb. bbls $7 15		$9 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto

OILS— Fly Creonoid
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 60
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 80
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 25
Dougall Re. Newitt, white.. 3 75
Do., colors 3 60
Re. Newitt, porch and floor 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3.75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall, white 3 45
I.V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White.....3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tons, colors .. 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white ... 3 40
Pearcy's Prepared, floor 3 00
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal. ...	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal. .	0 95	0 95
1s, per case, doz. ..	12 00	12 00

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)...	8 50	9 50

H.. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 37
1-lb. paper cartons, per lb. 0 35
½-lb. tins, per lb. 0 39
1-lb. tins, per lb. 0 37
25-lb. tins, per lb..... 0 33
50 and 100-lb. drums, per lb.. ..... 0 31
250-lb. kegs, per lb..... 0 29½
600-lb. barrels, per lb..... 0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
G., medium grade . . 3 00 3 50
Water white 4 75 5 25

SHELLAC

Per Gal.	White	Pure Orange.
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

F.o.b. Toronto. London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint. ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
L. B. High Standard..... 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Fakoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C. P. C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor 3 75
Jasperite Pale Hard Oil .. 2 75
P. & L., No. 61..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 5 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor . 4 85
Luxeberry Light 4 75
Luxeberry, granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Do., Interior 4 50
"C.D. Big 4" Floor ..... 4 .0
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior, ... 4 40
Copalite ....
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 06
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 10½

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Prescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white...	8 75	
Do., colors		9 25
Alabastine 300 lb. bbls	7 00	7 50
Hygienis Kalsomine.	pr. 100 lb.	
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	3 00	3 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 18c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 60
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25
WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1 75

This Guarantee Protects the User—And You

Factory Guarantee

Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Any North Star battery that fails to give full measure of satisfaction to the user is replaced by us without the least trouble. This is one reason why you will find the North Star a good battery to sell.

The Waterproof Battery

An Exclusive Feature of North Star Multiples, is the improved terminals. They insure perfect contact and prevent loose connections.

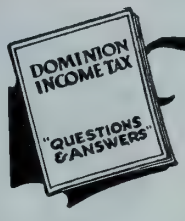
Ask Your Jobber

CANADA DRY CELLS LIMITED, WINNIPEG, MAN.

NORTH STAR DRY CELLS MULTIPLES

Do You Read the Advertisements

THE MAIN thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading the advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.



Your Income Tax

We have just issued a booklet—
"Dominion Income Tax—Questions and Answers"
which explains in a simple, concise way all Canadian Government Tax requirements.
The booklet is the work of a tax specialist. It simplifies—for any individual, incorporated company or estate—the preparation of the necessary income tax return.

We will be pleased to forward a copy on request.
Ask for Booklet B37

Canadian Debentures Corporation Limited

Established 1910

36 KING ST · EAST TORONTO

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip **Horn, 27c a lb**
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit $15 50 $19 00
Double Bit 24 00
Broad Axes 60 00

AXES, BENCH

Single Bit 10 80 13 00
Double Bit 17 00
Broad Axes 56 00
No. 5 .... 27 70
No. 6 .... 30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.
2½ x 2½ in. 0 36
3 x 3 in. 0 37
3½ x 3½ 0 38
4 x 4 in. 0 50
4½ x 4½ 0 75
5 x 5 in. 1 30
Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11 55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben 3 50
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.
Bit stock discount 40%
Blacksmiths' ½ inch shank 35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 1[illegible] in., $10.1[illegible].
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3", 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each
Cast Iron, No. 8 ...... $1 05
No. 9 .... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65
Ball Face Doz.
No. 61, 1¼ lbs. 19 05
No. 61½, 1 lb. 18 95
No. 62, 13 oz. 18 50
No. 65, 1¼ lbs. 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

No. 30 up to and including
No. 1 .... 13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply 9.50
⅝ in. x 3 ply 11.00
¾ in. x 3 ply 13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 7 90
28 Am. or 26 Eng. 7 50
26 Am. 26 Eng. 6
24 .... 6 75
22 .... 6 75
18 and 20 .... 6 60
16 .... 6 45

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29¼c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast
No. 2 Japaned 13 60
No. 2 Coppered 16.25
No. 2 Plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

Doz.
102 ... ... $1 85
103 ... ... 2 00
104 ... ... 2 30
Barn Door
5 .... 3 85
8 .... 4 25
9 .... 6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums. $14.35 per 100 lbs.

LINSEED OIL

Raw, ... 1 20
Boiled, ... 1 28
Per gal.

MACHINES—WASHING

Each
Dowswell $9.55
New Century 16 30
Canadian 10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1. ....$16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William $4 [illegible] base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

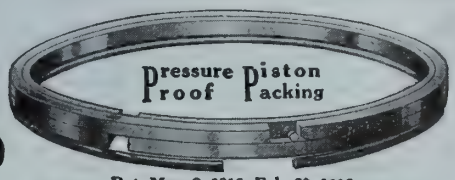
	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

PRESSURE PROOF PISTON RINGS



Pat. Mar. 2, 1915. Feb. 29. 1916

Manufactured by Pressure Proof Rings Limited, Sherbrooke, Que.

WE ARE DISTRIBUTORS FOR THE PRAIRIE PROVINCES

Standard Equipment on the Franklin Car, which has the hottest motor on the market
Endorsed by the biggest and best Engineers in the Automotive Industry
Will positively Stop Oil and Compression Leaks

One Car Owner two years ago, on a car with Standard Equipment, used 15 gallons of Oil in the season's running. In 1921, after installing Pressure Proof Rings, he used only 3 gals. of Oil, in the same running period.

To Eliminate Spurting Oil USE PRESSURE PROOF
To be Sure of Good Compression USE PRESSURE PROOF
To have Satisfied Customers USE PRESSURE PROOF

THE J. H. ASHDOWN HARDWARE COMPANY LIMITED

Calgary Winnipeg Saskatoon

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Good papers furnish A. B. C. reports to their advertisers.

Hardware & Metal is a member of the Audit Bureau of Circulations.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen, per doz.	4 50
Little Jewel	17 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	8 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 85
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 50
General purpose	7 50
Stone	18 75
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Black. (Dozen)	N. P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Regent	$69 00
New Era	76 50
Universal	49 50

Advertising that Builds Bigger Sales!

Bigger and better than ever — Barrett 1922 advertising will cover Canada — will reach every class of buyer. Tremendous sales are sure.

17,537,200 Advertisements. Think of it!

And they will reach consumers of every class, all over the Dominion:

7,462,200 advertisements in leading farm papers read by the progressive farmers all over the Dominion.

9,670,700 advertisements in Montreal daily newspapers covering Montreal City and adjacent territory.

404,300 advertisements in leading technical magazines reaching railroads, manufacturers, contractors and other large consumers.

As in the past, these advertisements will be crammed full of straight common-sense arguments — why Barrett Everlastic Specialties are best — why they never fail to satisfy — why they are more economical. That's the kind of advertising that sells the goods.

New customers will be made—old users will come back for more—your cash register will work overtime.

See that your stock of Barrett Products is complete. Have the goods to meet the demand. *If you haven't a copy of our latest Price List, write for it today.*

The well-known Barrett Products which will be featured in our big consumer advertising campaign, include:

Everjet Elastic Carbon Paint
Everlastic "Rubber" Roofing
Everlastic Multi-Shingles
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Liquid Elastigum
Creonoid (Fly Oil) Cow Spray and Lice Destroyer

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company
LIMITED

MONTREAL TORONTO
ST. JOHN, N. B.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.
ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.
AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.
ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.
ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Ideal Aluminum Products, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.
AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.
ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
ARMS
H. W. Cooey Arms & Machine Co., Toronto, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corpn., Utica, N.Y.
ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.
ASH CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto
ATHLETIC CLOTHING
A. W. Moyer & Co., Toronto.
AUTO ACCESSORIES. EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ace Chain Co., Ltd., Hamilton, Ont.
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Hyslop Bros., Ltd., Toronto.
Will B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Frank Mossberg Co., Attleboro, Mass.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Ren. Automotive Supply Co., Ltd., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.
AXES
Blenkhorn & Sons, Canning, N.S.
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Sherin-Dietrich Co., Ltd., Galt, Ont.
AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BABBITT METAL
Canada Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.
BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.
BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
BAROMETERS
Taylor Instrument Companies, Toronto, Ont.
BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.
BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.
BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.
BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.
BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.
BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.
BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.
BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.
BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.
BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto
The Canada Metal Co., Limited, Toronto, Ont.
BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.
BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.
BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.
BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.
BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BLACK LEAD
John Oakey & Co., Ltd., London, Eng.
BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.
BOX STRAPPING
The Stanley Works, New Britain, Conn.
BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.
BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.
BICYCLES
Canada Cycle & Motor Co., Toronto.
BIRCH SEATS
Canadian Veneering Co., Montreal, Que.
BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.
BRADS, WIRE
Graham Nail Works, Toronto, Ont.
BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.
BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.
BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.
BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.
BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.
BROOMS
Canadian Broom Mfg. Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton, Ont.
Waterloo Brush & Broom Co., Waterloo, Ont.
BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.
BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.
BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.
BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.
BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
The Bond Engineering Works, Ltd., Toronto, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
Schultz Bros. Co., Ltd., Brantford, Ont.
The Aero Mfg Co., Ltd Sherbrooke Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
Schultz Bros. Co., Ltd., Brantford, Ont.
J. H Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener Ont
Plymouth Cordage Co., Welland, Ont., and North Plymouth Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland. Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland. Ont.
Canada Steel Goods Co., Hamilton, Ont.
N Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR HOLDER
S. W. Mallory, Blenheim, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC TOOL GRINDERS
Luther Grinder Mfg. Co., Milwaukee, Wis.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FACTORY TRUCK CASTERS
Bond Engineering Works, Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, BASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The New Brunswick Wire Fence Co., Ltd., Moncton, N.B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
Frank Fales & Sons, Ltd., St. John, N.B.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FLY OIL
Morris, McCallum Co., Ottawa, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Moncrief Furnace & Mfg. Co., Ltd., Guelph, Ont.
The Hall-Zeyd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Luther Grinder Mfg. Co., Milwaukee, Wis.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Iic., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas. Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
D. Ackland & Son, Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Otterville Mfg. Co., Ltd., Otterville, Ont.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stephenson-Russell, Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton. Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa
The Sheet Metal Products Co. of Canada, Limited Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWER GRINDERS
Fate Root Heath Co., Plymouth, Ohio.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co. St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING
The Port Hope Mat Mfg. Co., Port Hope, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MAULS
Tool & Forge Co., Warren, Ohio.

MATS, STEEL
The Port Hope Mat Mfg. Co., Port Hope, Ont.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Philips Mfg. Co., Ltd., Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOULDINGS
The Philips Mfg. Co., Ltd., Toronto.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OIL CANS
The Cannon Oiler Co., Keithsburg, Ill.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd. Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd. Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal Que

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
S. C. Johnson & Son, Ltd., Brantford, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John,
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PICTURE FRAMES
The Philips Mfg. Co., Ltd., Toronto.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SASH CORD
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited. Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellis & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENING STONES
Luther Grinder Mfg. Co., Milwaukee, Wis.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N.J.
Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Geo. E. Boulter, Toronto, Ont.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
D. Pike & Co., Ltd., Toronto.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
New Perfection Sprayer Co., Galt, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS,
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
McClary Mfg. Co., Ltd., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Findlay Bros., Ltd., Carleton Place, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

TACKS
The Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAPS
Butterfield & Co., Inc., Rock Island, Que.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

TENTS, AWNINGS, ETC.
Raymond Bros., London, Ont.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Claxton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
C. Drew & Co., Kingston, Mass.
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
Gong Bell Mfg. Co., New Hampton, Conn.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCK CASTERS
The Bond Engineering Works, Ltd., Toronto, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Charles Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Blue Bird Corporation, Brantford, Ont.
Brantford Washing Machine Co., Ltd., Brantford, Ont.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Onward Mfg. Co., Ltd., Kitchener, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
Emerson & Fisher, Ltd., St. John, N.B.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Robertson, Foster & Smith Co., Ltd., St. John, Sumner Co., Moncton, N.B.
W. H. Thorne & Co., Ltd., St. John, N.B.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
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WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

POSITION WANTED AS SALESMAN, STOCKkeeper or manager by hardware man. Twenty years' experience. Box 552, Hardware and Metal.

HARDWARE CLERK EXPERIENCED WANTS position. Good appearance, age 27. Last position manager. Best of references. Box 550, Hardware & Metal.

FIRST-CLASS SHEET METAL WORKER open for position as foreman. Estimates. Fully experienced in all lines. Box 549, Hardware & Metal.

SITUATION WANTED BY YOUNG HARDware clerk having five years' retail experience. Canadian by birth; not afraid of work. Harold Willis, Powassan, Ont.

THOROUGHLY EXPERIENCED RETAIL hardware salesman, capable, trustworthy, energetic, wishes to make a change, wholesale or on the road preferred. Box 808 Hardware and Metal.

HARDWARE CLERK, 6 YEARS' EXPERIENCE age 24, retail or travelling immediately. Box 707, Hardware and Metal.

HARDWARE SALESMAN, 26, WITH SIX years' experience as clerk and manager desires position as manager or head clerk in retail hardware. Western preferred. Will be open for engagement, May 1st, State salary. Box 706 Hardware and Metal.

MANUFACTURERS' AGENTS

A TORONTO FIRM DOING BUSINESS WITH hardware trade desires to represent manufacturer of hardware and house furnishing specialties, on commission basis. For Toronto district. Box 805, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS IN A GOOD DAIRYing county of Eastern Ontario. Stock about $10,000. Box 547, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS ON main street of a northern Ontario city. Stock about $22,000, turn over three times. Best industries located in city. Apply Box 560 Hardware and Metal.

HARDWARE BUSINESS; ONE OF THE MOST up to date in Ontario. Stock about twenty seven thousand and up to date fixtures. Owner has other business and will sacrifice at fifty five cents on the dollar for quick sale. Address Box 708, Hardware and Metal.

WHOLESALE AND RETAIL HARDWARE store, established in Montreal for over thirty years. Average turnover $500,000, situated on one of the most commercial streets. Would be open to consider an offer to dispose of the business as a going concern or would consider partnership with an active man with at least $50,000 to put in the business Write to P. O. Box 2303, Montreal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

WANTED

REQUIRE SECOND-HAND CIRCLE SHEAR. Send prices and particulars to L. Charlesbois, Saskatoon, Sask.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

---

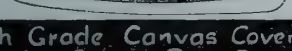
$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY
26 Woodlawn Ave. Chicago, Ill., U.S.A.

PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats etc. Paddles and Oars.

Peterborough Canoe Company Limited
256 Water Street Peterborough, Canada.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

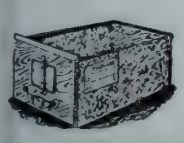
AUTO ACCESSORIES

Canada Tack & Nail Co., Limited

Morrisburg, Ontario — Hamilton, Ontario

Quality Tacks of All Kinds

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65

LUFKIN

"Universal"

Try & Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

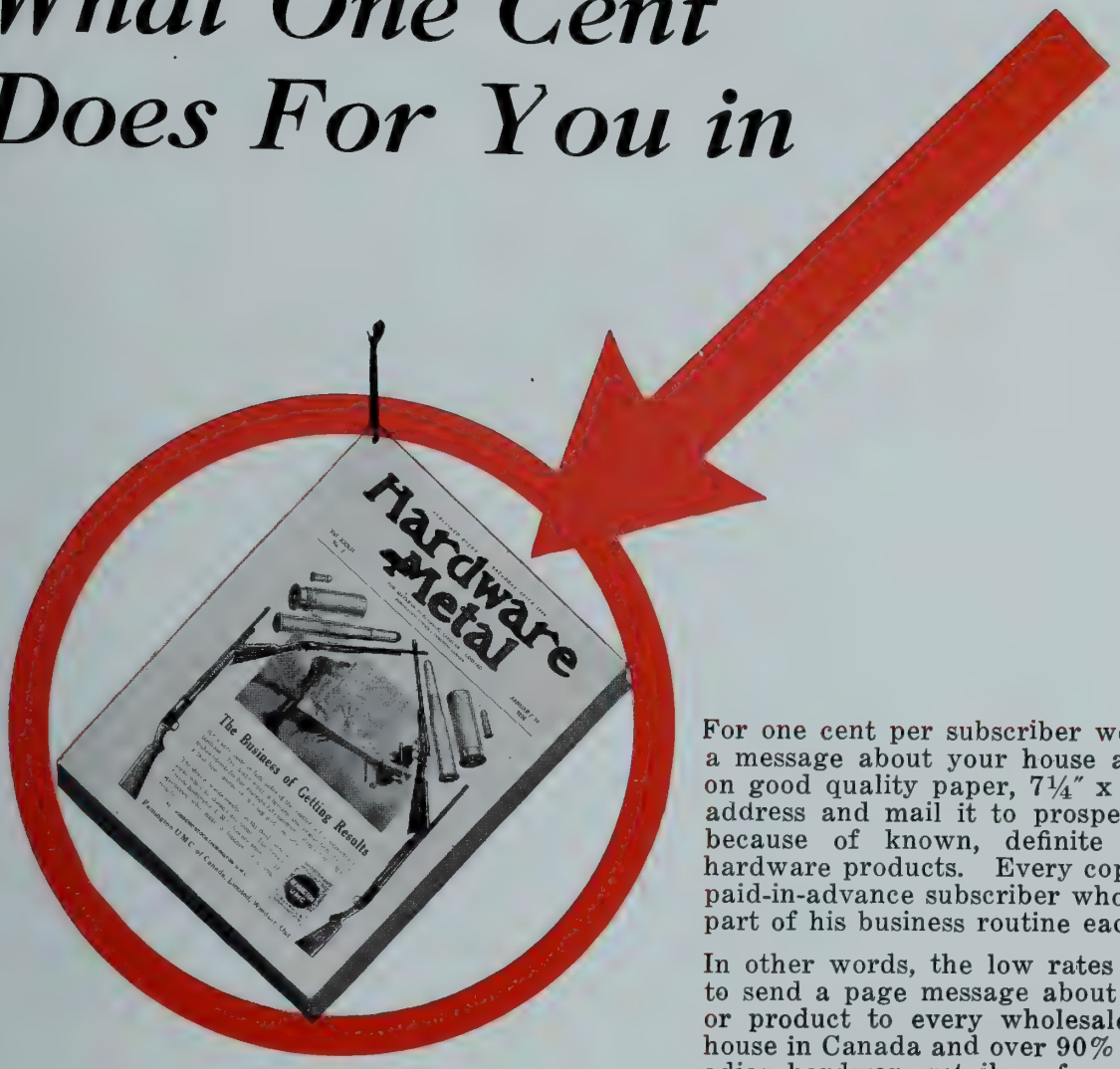
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

What One Cent Does For You in



For one cent per subscriber we will print a message about your house and product on good quality paper, 7¼″ x 10″ in size, address and mail it to prospects selected because of known, definite interest in hardware products. Every copy goes to a paid-in-advance subscriber who reads it as part of his business routine each week.

In other words, the low rates enable you to send a page message about your house or product to every wholesale hardware house in Canada and over 90% of the Canadian hardware retailers, from Atlantic to Pacific, at a weekly cost of about one cent each.

In view of present low stocks, the retailers' "pick-and-choose" style of buying, the keen competition predicted for 1922, and these low advertising rates, it will pay you to get in touch with us.

HARDWARE & METAL

Office of Publication

143-153 University Avenue, Toronto, Canada

BRANCHES

CANADA—Montreal, Southam Bldg., Bleury St., Phone Plateau 946; Toronto, 143-153 University Avenue, Telephone Adelaide, 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E. C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street,) Telephone Watkins 5869; Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

NEW DAYTON SCALES CONTEST

$1000 in cash prizes to merchants and clerks

Forty-One Prizes in Cash for the Best Answers to an Important Question

THE record of the Dayton Automatic Scale has been a story of improvement after improvement. We've seen the Dayton grow, and we've told the story chapter by chapter as added features brought new time and money-saving features to Canadian merchants.

Some of the most helpful opinions we have had on Dayton Service have come from merchants who use and know and live with the Dayton. Continually, our salesmen are hearing from satisfied Dayton users of new advantages attaching to the use of the Dayton, which had never come to our attention. We're always glad to hear and study the opinions of the merchants—in city, town or country. We regard these opinions highly. They're valuable to use — so valuable that we're willing and glad to **PAY FOR THEM.**

The present $1,000 Prize Contest will be in the nature of a Clearing House for the ideas of merchants and clerks. To make it worth your while to put down on paper a short statement of these ideas, we are offering to distribute $1,000 in prizes.

You know the Dayton. You've seen it in action day after day. Just apply your experience and observations to this question which we give you to answer.

Here is the Question

"If you were a Dayton Salesman, what reasons would you advance to sell a Dayton Scale?"

Here are the Prizes

2	Prizes for the best answers	$100 each
4	" " " next best answers	50 "
10	" " " " " "	25 "
10	" " " " " "	20 "
15	" " " " " "	10 "

This contest offers you a fine opportunity to try your hand on the writing of an advertisement, as we will be glad to have you reply in that form if you prefer it to a written article. The only restrictions we impose are that statements shall contain no inaccuracies or exaggerations, expressed or implied.

List of winners will be announced in trade papers at close of contest.

Here's the Question
Study it—we pay $1,000
for the best answers:

If you were a Dayton Salesman what reasons would you advance to sell a Dayton Scale?

RULES OF $1,000 DAYTON PRIZE CONTEST

1. Contest will be closed June 30, 1922. No letter postmarked after that date will be accepted.

2. Write your replies on one side of paper only.

3. Contest is open to all merchants and clerks in Canadian stores wherein scales are used.

4. Each reply MUST bear the sender's name and address, and name of firm of which he or she is proprietor or employee. Should you be a prize winner this information is to be verified by someone representing that company.

5. You may send in as many replies as you wish.

6. A committee whose impartiality will be guaranteed by this Company will judge the replies and make the awards, such awards to be considered as final.

7. No employee of International Business Machines Co., Limited, will be eligible for the contest.

8. Address your contest letter to Head Office (not to any branch) as follows:

INTERNATIONAL BUSINESS MACHINES CO., LIMITED
Contest Department
300 Campbell Ave. - Toronto

INTERNATIONAL BUSINESS MACHINES CO., Limited

Frank E. Mutton, Vice-President and General Manager. Head Office and Factory—300 Campbell Ave., Toronto

THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 13 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA April 1, 1922

The Traditional "Trade Mark"

ESTABLISHED 1825

"Lion Brand" Cordage

For Every and All Purposes

"Coast to Coast Service"

CONSUMERS CORDAGE COMPANY, LIMITED

Head Office : Montreal, Canada

MILLS AT MONTREAL AND HALIFAX

Branches and Stocks : St. John, N.B. and Toronto, Ont.

AGENTS AND STOCKS :

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

Jas. Bisset & Co., Quebec Macgowan & Co., Vancouver

The Trade Mark on the Goods

FREE
Dealer Helps

Have you sent for any of our free dealer helps? There are 25 free newspaper cuts, four window or counter cards, a supply of good-sized cardboard price tags, and a giant enlargement of our big newspaper advertisement "Good News for Housewives."

In a short time you will hear more of our striking window trims, two for Diamond Ware—two for Pearl.

And then there's a mighty interesting free book on "Helping You to Make More Money." Ask our traveler about this.

Do the women of your town know where they can buy **SMP** Diamond Ware and Pearl Ware?

They know the **SMP** trade mark and respect and admire the goods, but do they know what stores handle it?

Our big campaign of national advertising is creating a widespread desire for Diamond Ware and Pearl Ware—the high quality enameled wares carrying the **SMP** shield trade mark.

As a result, women want Diamond Ware and Pearl Ware. If you are not known as an **SMP** man handling our goods are you not passing up a legitimate profit already earned for you by our advertising?

Identify yourself with our campaign. Advertise in your local paper, using **SMP** cuts; dress your windows frequently with Diamond or Pearl Ware; keep the **SMP** price tag on every utensil in the window or inside the shop; keep the **SMP** trade mark right up in front.

Follow these suggestions, carry a fair stock and we will guarantee the profits.

FREE
Cut Service

Note the cut of the kettle above. We have twenty-five cuts just as clear and distinct as this one—roasters, sauce pans, pudding pans, tea pots—every good seller in the line.

We had these cuts made for the use of enterprising SMP dealers. For men who would use them in their local advertising to speed things up. We have already shipped out almost 2,000 of these cuts. Have we heard from you?

SHIPMENTS MADE PROMPTLY

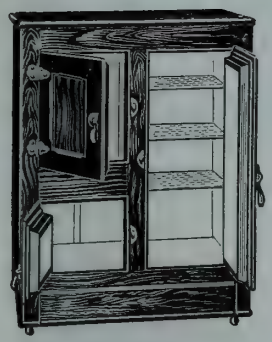
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

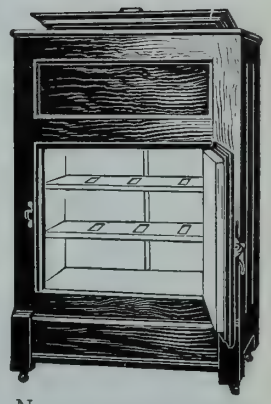


No. 19 or 29

Pretty Soon Warmer Weather and then—

The very first indication of warm weather is going to start your customers thinking about buying that refrigerator, or that screen door and then, of course, the windows will need screens. Now is the time to size up your requirements to be able to take care of the business that will be available for you. Don't miss sales by being short on any of these good spring and summer sellers.

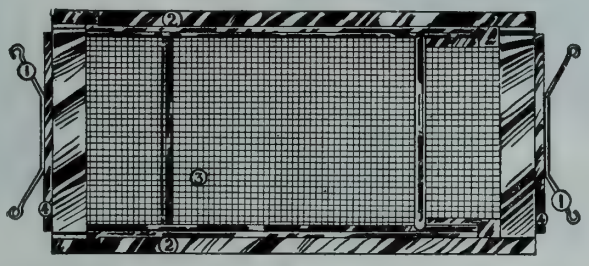
We have in stock a fine selection of the Paris line of refrigerators.



No. 11 or 12—111 or 112

We have a complete assortment of Apex All Metal Adjustable Window Screens.

Apex Adjustable Window Screens are: Always in place. Substantial in construction. Interchangeable—Fits top or bottom sash. Adjustable—There is a standard size to fit any window. Convenient—Window can be closed without removing. They allow perfect ventilation.



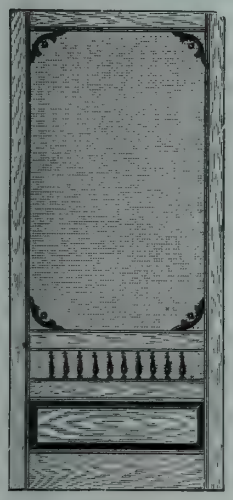
Apex All-Metal Window Screens

are made in the following standard sizes to fit any window:

	Height Inches	Closed Inches	Open Inches
No. 1	10	15	25
No. 2	10	22	36
No. 3	10	26	44
No. 4	14	15	25
No. 5	14	18	28
No. 6	14	22	36
No. 7	14	26	44
No. 8	14	34	52
No. 9	18	18	28
No. 10	18	27	36
No. 11	18	26	44
No. 12	18	30	52
No. 13	22	22	36
No. 14	22	26	44
No. 15	24	30	52

We also have in stock a fine selection of wood frame window screens, Nos. 1 to 15, in widths extending to 18 in. up to 48 in.

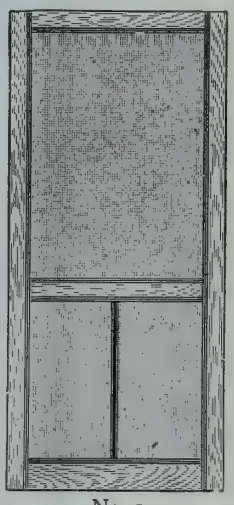
With thoughts turning to protection from the most unwelcome of all hot weather visitors — the Fly. Do not delay in sizing up your requirements. Place your order for screens early and be ready to meet the demand.



No. 8

In Screen Doors we stock a line of standard styles and sizes to suit most requirements. We carry in stock Nos. 1, 2, 8 and 21.

We carry in stock Black Screen Cloth in 12 mesh and Galvanoid and Bronze Screen Cloth in 14 mesh.



No. 1

Ask the "Rice Lewis" man, or write direct.

RICE LEWIS & SON, Limited

VICTORIA ST., TORONTO

If interested tear out this page and place with letters to be answered

STANLEY
NAIL HAMMERS

Illustrating No. 12 curved claw, bell face, round neck and poll. Weight 16 ounces. Thirteen inches over all.

No. 12 is also made 5, 7, 10, 13 and 20-ounce weights.

OUR NEW TRADE MARK

STANLEY S.W.

THE hammer is the carpenter's pal. He takes more care in selecting his hammer and also more pride in the ownership of a good hammer than any other carpenter tool, because it's his every-day companion. Stanley Nail Hammers are made of a special steel, carefully forged, hardened and tempered. The Handles are selected second-growth white hickory, painstakingly manufactured and uniform in design.

Have some of the Stanley Nail Hammer folders on your counter when your carpenter customer calls.

The Stanley Rule & Level Plant

The Stanley Works

NEW BRITAIN, CONN.

Canadian Representative:
A. MACFARLANE & CO., LTD.,
Coristine Bldg., Montreal.

How is your supply of No. 34 Catalogs?

If interested tear out this page and place with letters to be answered

The Genuine
FAIRBANKS SCALES

MADE IN CANADA

Increased production enables you to sell genuine Fairbanks Portable Platform Scales at these low prices.

Fairbanks Scales are the world's standard of weighing accuracy. "If it's weighed on a Fairbanks there's no argument."

This Fairbanks Scale has steel-to-steel bearings, arrow-tip-beam, wide wheels and large platform.

The world trademark tells you it's the genuine.

Send in your order now. Liberal discount from above prices to dealers.

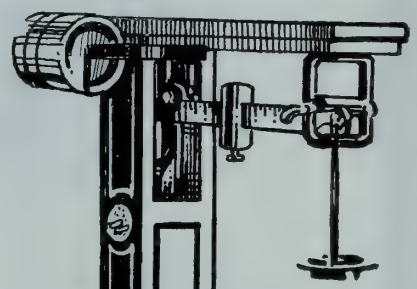
500 pounds

$23.35

1,000 pounds **$27.30**

Plus Inspection and Sales Tax

F.O.B. Factory:
Sherbrooke, Que.



The Canadian Fairbanks-Morse Co. Limited

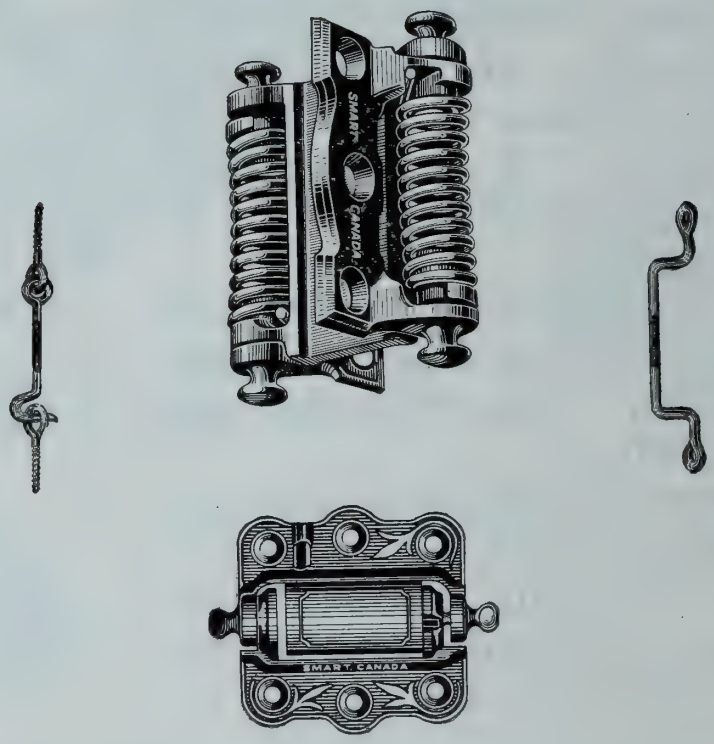
Canada's Departmental House for Mechanical Goods

St. John	Ottawa	Windsor	Saskatoon
Quebec	Toronto	Winnipeg	Calgary
Montreal	Hamilton	Regina	Vancouver
			Victoria

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

YOU KNOW WHERE THE FLIES GO



When the Screen Door Closes Not
Insure your Trade against Flies

SELL

Smart's Spring Hinges

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

REGISTERED

W.D.S.&Co DURO ALUMINUM

TRADE MARK

"DURO"

REGISTEREC

W.D.S.&Co DURO ALUMINUM

TRADE MARK

ALUMINUM WARE

99% Pure

CANADA'S BEST COOKING UTENSILS

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

Leading Jobbers Handle It.

HAVE YOU RECEIVED OUR NEW CATALOGUE AND PRICE LIST?

DOUBLE BOILER

Both container and inset have heavy rolled edge. Inset can be used as a regular Sauce Pan on account of improved pattern and the container as a convex Sauce Pan. Cover made exceptionally heavy and fits either pan.

No.	Cap. Qts. Inside Pan	Cap. Qts. Outside Pan	Top	Diam. Bot.	Diam. Height
Bachelor Boiler	⅞	1¼	4¼″	4¼″	6″
121½	1½	2	5½″	5½″	6½″
122	2	3	6″	6″	7″
123	3	4	7″	7″	8″

Polished Finish. Inside Ex-Ray Finish.

ROUND ROASTER

No.	Diam.	Height
175	12″	6″

Riveted handles. Four-inch indent in cover for automatic basting. Suitable for small roasts or small fowl. It is self-basting. By using an asbestos mat it can also be used as a Bread Baker on an open flame without putting in oven.

Polished Finish.

DUCHESS TEA POT

No. 315 4 Pint

Spout is welded to body. Attractive, ebonized handle.

MADE IN CANADA

DURO ALUMINUM, LIMITED

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, Vancouver.
A. F. BURNS, Hamilton, Ont.
L. T. WALLS SALES, LTD., Winnipeg.
ARMSTRONG & PATERSON, St. John, N.B.

If interested tear out this page and place with letters to be answered

Clotheslines that wont split Clothespins

That's what every woman wants.

Plymouth Manila Clotheslines, 6-thread fine, are just the right size to fit the pins properly, yet strong enough to hold the heaviest wash without danger of breaking. Put up in 50-foot hanks, four connected making possible lines of 50, 100, 150 or 200 feet in length.

Each dozen hanks in attractive display package. Six packages in carton.

An attractive package, easy to sell.

A quality rope, made by Plymouth.

A very good profit to dealers.

An exceptional sales proposition.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH TRADE MARK 1824

5-75

PLYMOUTH *The Rope You Can Trust*

This is one of the illustrations that will be used in our advertisements commencing this month.

Our advertising will appear in newspapers from coast to coast. Let us tell you more about it. Write today.

Will You Profit by Westinghouse Electric Range Advertising?

It Rests Entirely with Yourself

We have just completed arrangements for a national advertising campaign to assist dealers who are handling Westinghouse Electric Ranges. If you want to share in the benefits, write us at once for full particulars.

Upon request we will gladly mail you proofs of all our newspaper advertisements, and will furnish electros without charge which you can use in your local paper over your own name.

CANADIAN WESTINGHOUSE COMPANY LIMITED

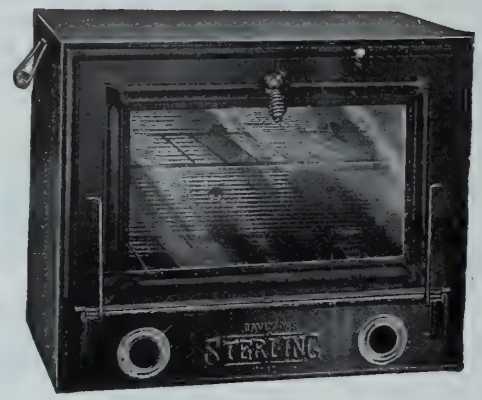
HAMILTON CANADA

Westinghouse

ELECTRIC RANGES

MADE IN CANADA

If interested tear out this page and place with letters to be answered



Oil Stove Ovens

Our "Sterling" Line

—well known all over the Dominion as a thoroughly reliable Davidson product—is made of heavy gauge blued steel, strong, durable and always a ready seller on account of its superior quality.

Heavily lined with asbestos to prevent waste heat, and japanned outside with a rust-proof combination —adding to the appearance and life of the oven. Cold handles at side. Drop door with heavy glass panel—door has also knob which locks in three places. Illustration is 2-burner style (open and closed).

These Ovens are also made for 1 burner. Prices and specifications on request.

Moderate cost—maximum efficiency

The Thos Davidson Mfg Co Limited

ESTABLISHED 1860

Head Office - Montreal

Branches:

TORONTO WINNIPEG CALGARY VANCOUVER

DAVIDSON

If interested tear out this page and place with letters to be answered

TIGER BRAND

WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1/2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

THE STEEL COMPANY OF CANADA LIMITED

M.R.M. CO.

"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-chilled Shot in twelve sizes.

HAMILTON MONTREAL

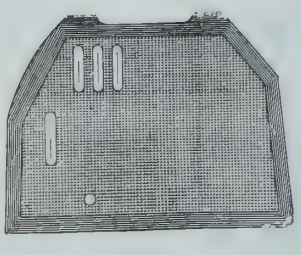
If interested tear out this page and place with letters to be answered

Every Motorist Needs Accessories

and Needs them Quick

He doesn't want to order by mail, and when he brisks into your store and wants a Sealtite Patch for a punctured tube, he doesn't want to hear you say, "We haven't any in stock but can get it for you in a few days." Have it in stock all the time—a full line of "Gutta Percha" Auto Accessories.

HEAT PROOF MATS FOR FORD CARS



This mat is one of the greatest comforts for summer motoring. The thin flaps that fit close around the gear pedals and brake pedals and brake lever keep out the engine heat that burns your feet and also keep out the dust that flies up from the Roadway, and the odors from the engine. This mat is patented and only made by the "Gutta Percha" Factory, so you know where to send your order.

Sell "Gutta Percha" Accessories

Order Your Assortment from Head Office or from Nearest Branch

SEALTITE PATCHES FOR TUBES

Sealtite has advantages over any similar device. In the first place, it sticks tight and gradually the heat of the tire practically vulcanizes it into the rubber of the tube. It is a safe prediction that your customers will always repeat their order for Sealtite because they will find a tube never leaks again where a Sealtite patch has been properly put on.

Gutta Percha & Rubber, Limited,

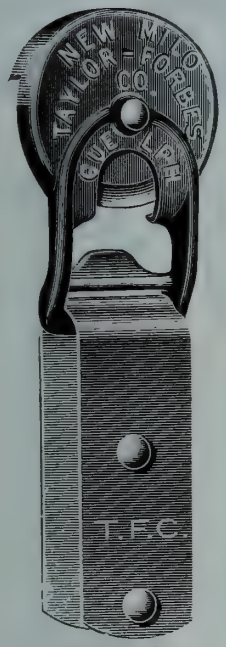
Head Offices and Factory, Toronto

BRANCHES IN LEADING CANADIAN CITIES

If interested tear out this page and place with letters to be answered

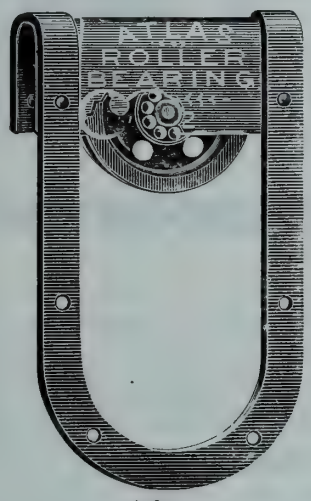
Barn Door Track and Stay Rollers—Barn Door Hangers

Illustrating some of the lines shown in the T-F Catalogue—A type for every need, and a quality that is unsurpassed.



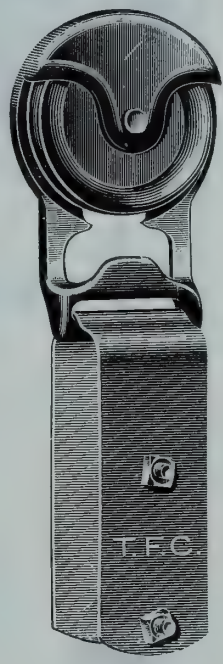
The Milo
Front View

—Malleable Iron Frame, Steel Traps and Heavy Bolts

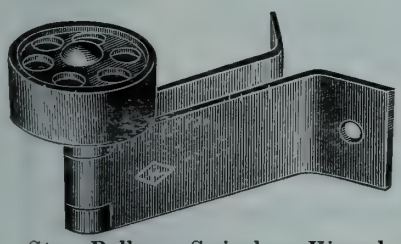


Atlas

—A Flexible Hanger.
—Easy running for 1¼x3-16 Track.

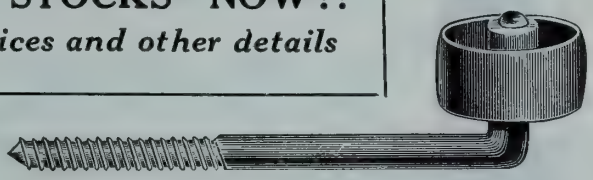


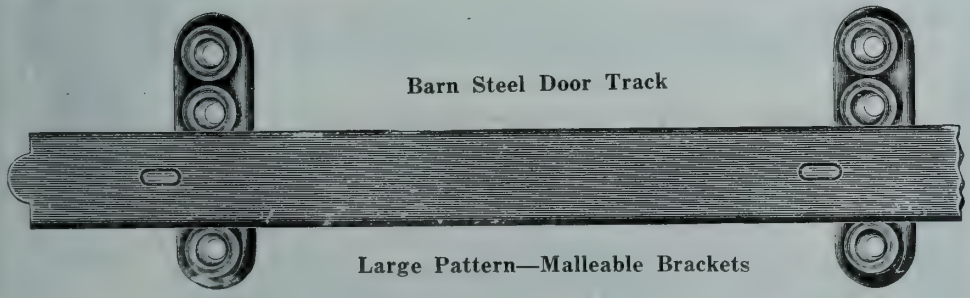
The Milo
Back View



Stay Rollers—Swivel or Hinged

SORT UP STOCKS—NOW!!
Write for prices and other details





Barn Steel Door Track

Large Pattern—Malleable Brackets

—We carry full Stocks
—Barn Door Catches, Gate Hinges and Latches.

TAYLOR-FORBES COMPANY

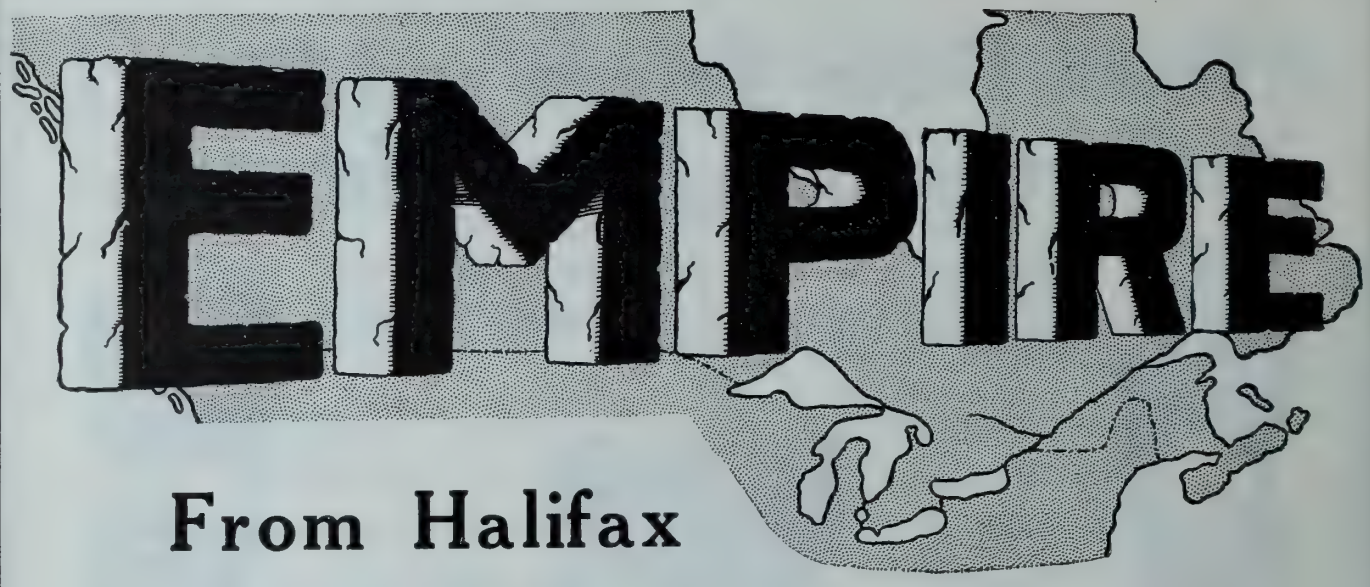
LIMITED

Head Office and Works

GUELPH, ONT.

TORONTO MONTREAL VANCOUVER
QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

If interested tear out this page and place with letters to be answered



From Halifax to Vancouver

In every city and town across the three thousand mile stretch of this Dominion, the name "Emco" is suggestive of quality brass goods.

The demand for hose couplings and spray nozzles will soon be on the increase. Be ready to meet this demand with the celebrated "Emco" line.

The "Emco" brass spray nozzle No. A-1981 adjusts readily from a misty to a coarse spray and then to a solid stream. Our hose coupling No. A-1982 is a companion fixture that is well machined with deep even threads. These fixtures sell together in large numbers.

A-1981

"Made by the 'Empire' means 'Quality Higher'."

A-1982

EMPIRE BRASS MANUFACTURING CO.,
LIMITED

LONDON AND TORONTO, CANADA.

If interested tear out this page and place with letters to be answered

DUNLOP TIRES

Ensure

HIGH-MILEAGE—DOUBLE-LIFE

¶ Dunlop leadership in Tiredom is most manifest. Mileage records almost unbelievable are piling up all over Canada.

¶ The Special Mileage-Making Process, which is the basis of our Fabric Tires, has worked wonders.

¶ Perfect shape and balance, stronger side walls to resist curb and rut abuse, special wear-resisting anti-skid tread, etc., add the last touch to popularizing to the full a tire that has long stood in high favor.

¶ Dunlop "Cords" made good from their inception.

¶ These tires taught motorists to expect more resiliency, greater air space, larger amount of material, better carrying capacity—in short, bigger mileage; and that is the standard by which all Cord Tires are judged to-day.

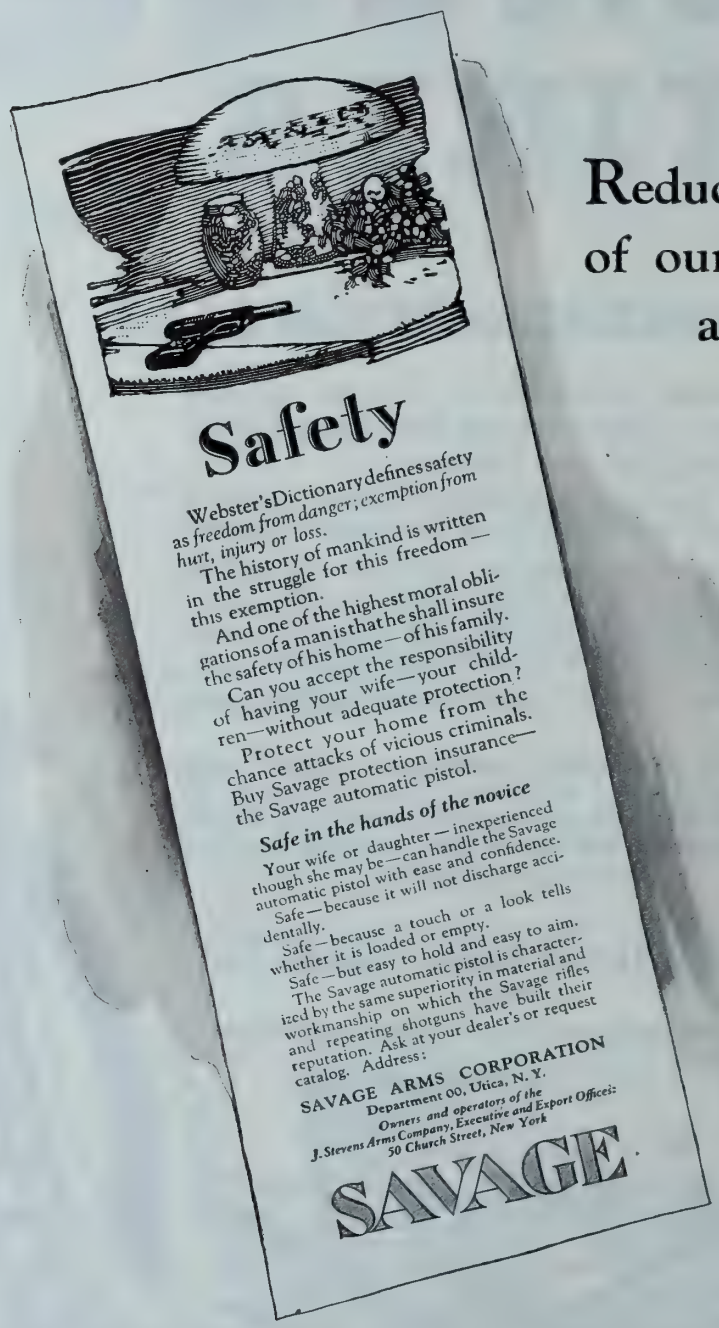
A159

Dunlop Tire & Rubber Goods Co.
LIMITED

Head Office and Factories: Toronto. Branches in Leading Cities.

If interested tear out this page and place with letters to be answered

We are selling Savage Pistols for you — *Take advantage of the advertising drive that we are making on Savage Automatic Pistols*



Reduced reproduction of our April consumer advertisement on pistols

Atlantic Monthly
The Century Magazine
Harper's Magazine
Review of Reviews
Scribner's Magazine
World's Work

SAVAGE-STEVENS

If interested tear out this page and place with letters to be answered

AMES HOLDEN

AHM System

23,000 Miles Without a Blow-out

Ames Holden "Grey Sox" and "Red Sox" Tubes also cost less per mile.

THE best advertising for Ames Holden Auto-Shoes is the remarkable mileage they are giving. Here is a typical example of Auto-Shoe performance:

Mr. H. Parker, Carroll Street, Ingersoll, Ontario, who operates a taxi service, has recently discarded two Auto-Shoes which travelled 23,000 miles before they were worn enough to be replaced. While using these two Auto-Shoes seven other well-known makes of tires were worn out on the same car.

Needless to say Mr. Parker is convinced that Auto-Shoes "cost less per mile." He will never use any other tires in future.

Ask our nearest Sales Office to tell you about the unusual Ames Holden dealer policy.

Ames Holden McCready, Limited

Factory: Kitchener, Ont. **Head Office: Montreal**

Halifax St. John Quebec Montreal Ottawa Toronto Hamilton Kitchener London Winnipeg Regina Saskatoon Edmonton Calgary Vancouver

AUTO-SHOES

"COMPARE THE WEAR"

If interested tear out this page and place with letters to be answered

This Fast-Selling Bridal Gift Set Costs You $8.50—Sells at $12.75

The big national advertising campaign on Viko Aluminum features this Bridal Gift Set in The Saturday Evening Post, May 20th, and in eight other national magazines totaling 10,000,000 circulation, during May and June—just at the right time to appeal to those who are giving presents to June brides.

You have an opportunity to reap the benefits from this big selling campaign. The set costs you only $8.50. You sell it for $12.75. A gross profit of $4.25 on each sale! You can make up other sets from your own stock to retail at prices of $5.00 and upwards.

In addition to reaching hundreds of prospective buyers in your community through the VIKO national advertising, we furnish free, to all dealers who buy these sets, a complete dealer newspaper advertisement to tie your store up with this powerful selling influence.

This set comes to you in a special attractive gift box packed in a corrugated carton. The sets will sell on sight, not only as wedding presents, but for kitchen showers, birthday gifts and to your regular trade.

This set is sold you at the regular price of the individual articles—without any charge for the special gift box packing. Every piece in this set is a staple article which can be put in open stock if desired.

This special campaign is an example of the national sales effort placed behind Viko dealers throughout the year. Each advertisement is aimed to put pressure on the worth while families in your community and to send them into your store to buy!

Send your orders to your jobber now! He will see that you are supplied promptly with the gift sets and with the advertising material. If you are not yet handling the Viko line of popular-priced aluminum utensils, and are anxious to increase your profits—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered

EXTRA!

MILLERS FALLS HACK SAWS

MILLERS FALLS TOOLS SINCE 1868

LAST LONGER · ASK FOR THEM

He sells Hack Saws —put him to work

HERE'S a new Millers Falls Hack Saw display card. Printed in three colors—black, red and blue. It has an easel back and you can stand it on your show case or in your window. You get this business getter free. All you have to do is ask for it.

Millers Falls Hack Saws are the best that can be made. Dealers appreciate the advantage of purchasing hack saws from the same source that they purchase other Millers Falls tools. Combined shipments and service count a whole lot. Standardization is the order of the day. Specify "Millers Falls" on your next hack saw order.

MILLERS FALLS COMPANY MILLERS FALLS MASSACHUSETTS

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks

Canadian Sales Agent

C. E. Adcock & Co., Ltd., 222 St. James St., Montreal, Que., Canada

A New Catalogue

We have just issued a new catalogue covering our complete lines. If you haven't received your copy, let us know.

MILLERS FALLS TOOLS SINCE 1868

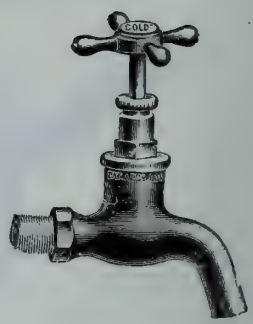
If interested tear out this page and place with letters to be answered

MORRISON

Plumbing Goods

Skilfully cast taps and bibbs from perfect patterns. The walls are uniform in thickness and the material well and evenly distributed. Morrison Taps and Bibbs combine beauty of design with utility and service in the highest degree.

Specify Morrison Plumbing Goods—It Pays.

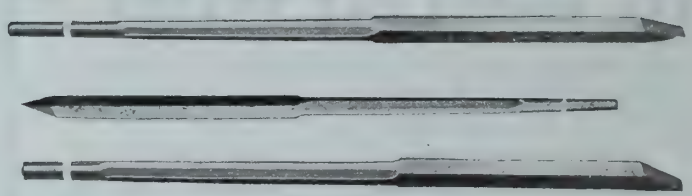


James Morrison Brass Mfg. Co.

LIMITED

93-97 Adelaide St. W., Toronto

QuiKwerK TOOLS



Crow Bars and Lining Bars

QUIKWERK Tools are known everywhere for splendid service. That's because they do not merely do the work and stand the strain they ought to—but they generally outdo and outlast what any man has a right to expect of good tools.

Tell your Jobber you want Warren Quikwerk Hand Tools

The Warren Tool & Forge Company

234 Griswold Street Warren, O.

If interested tear out this page and place with letters to be answered

The dealer who stocks files that are accepted as the standard among file users avoids the necessity of active selling efforts.

Such files sell themselves.

File users ask for them, and accept them without question.

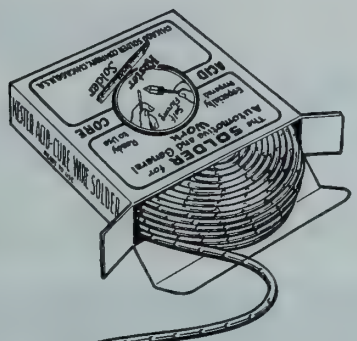
This is the experience of dealers who carry one of the following five brands, accepted as the standard of file quality for over fifty years:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario



"I received your sample of Kester Acid Core Wire Solder and have tried it out and like it fine. Have bought a spool of it from my dealer and find that it saves a lot of trouble. All I have to do is to heat my soldering iron and the solder will do the rest.

"I am glad I found your advertisement and sure appreciate it very much."

—JOHN C. BUCK
Harrison, Neb.

APPLY the heat—and from the inside of the *hollow* Kester Acid Core Wire Solder, the acid will run on to the article you are soldering. After it—*always* after it—will come the solder, it's perfect flux formed. Remember, it's simply high grade flux and high grade solder—the same as you are using now, but far, far easier to apply. Fill out the coupon below and get a free sample to try for yourself.

In the illustration below the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

KESTER
Acid Core WIRE SOLDER

CHICAGO SOLDER COMPANY H&M 4-1-22
4225 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

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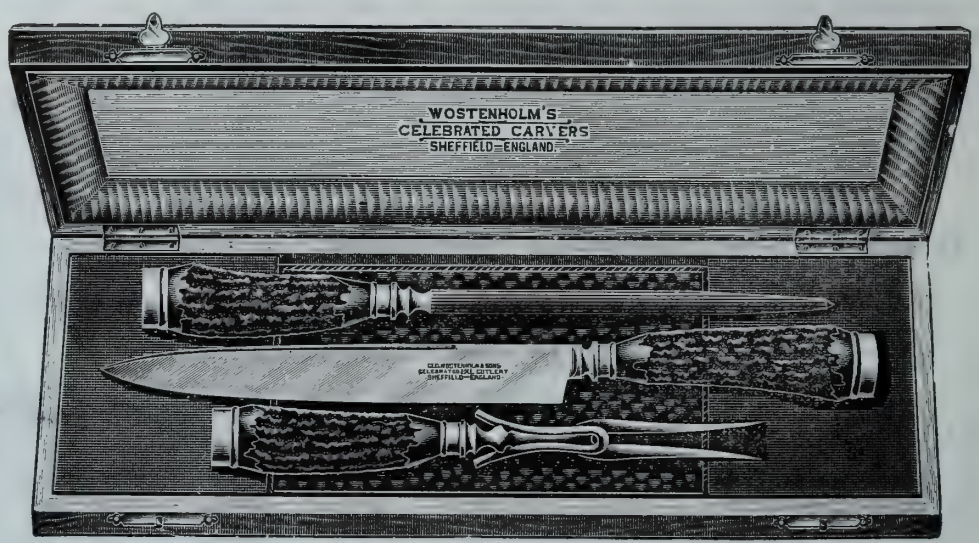
WOSTENHOLM'S

I-XL CASE CARVERS I-XL

Makers of High-grade Cutlery since 1694



3377½ x 3

GREATEST RANGE FOR SELECTION
FINEST QUALITY AND FINISH

3766 x 5

Complete assortment stocked by all Leading Jobbers

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MacFarlane & Company, Limited, Canadian Representatives, Montreal

If interested tear out this page and place with letters to be answered

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

NOW—

Camp on the Camper's Trail

Make your store the headquarters in your city for the 1922 legion of amateur and professional tourists and campers. The lure of the open road, the woods, the mountains, and fish-reputed lakes and streams is even now beckoning irresistibly to thousands of winter-restless souls. The psychological moment is yours to capitalize, if you will.

Gold Medal Camp Furniture will enable you to take care of every folding camp furniture want to the best possible advantage of the customer as well as yourself. In this line of furniture you offer maximum comfort, knock-about durability, and easy portability—the one-two-three appeal that knocks sales resistance for a goal!

Gold Medal Folding Camp Furniture has been receiving the heartiest commendation of seasoned campers, explorers, military men, civil engineers, and war correspondents for more than thirty years. If you are not handling this line, now is the time to get in line! All inquiries from our national advertising are referred to our dealers.

Gold Medal Camp Furniture Mfg. Co.
1704 Packard Ave. Racine, Wis., U.S.A.

"GOLD MEDAL"
TRADE MARK REG.
FOLDING FURMITURE

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

Up-to-date Combination Stove

ALLIANCE

For Coal or Wood

Six-hole Top—14-inch Oven.

Sectional View.

Made in one size with or without the following extras: Reservoir, coal grates, high shelf, and high closet.

Twelve different styles. The only one of its kind on the market. We originated the Quebec Heater with a steel oven in 1908 and marketed it. We have many imitators and most stove founders are making it to-day.

The sectional view shows that the operating principle is exactly the same as that of the Quebec Heater, while the outside appearance is that of a range. Thus, it retains all the good qualities of the former but has, besides, all the conveniences of the latter, combining in one the utility and economy of both. The "Alliance," fully protected by patents, is an improvement, an advanced step, over the Quebec Heater with oven.

Write here to the original source of stove ideas for information and prices.

Lamarre & Company, Ltd.

St. Remi, Que.

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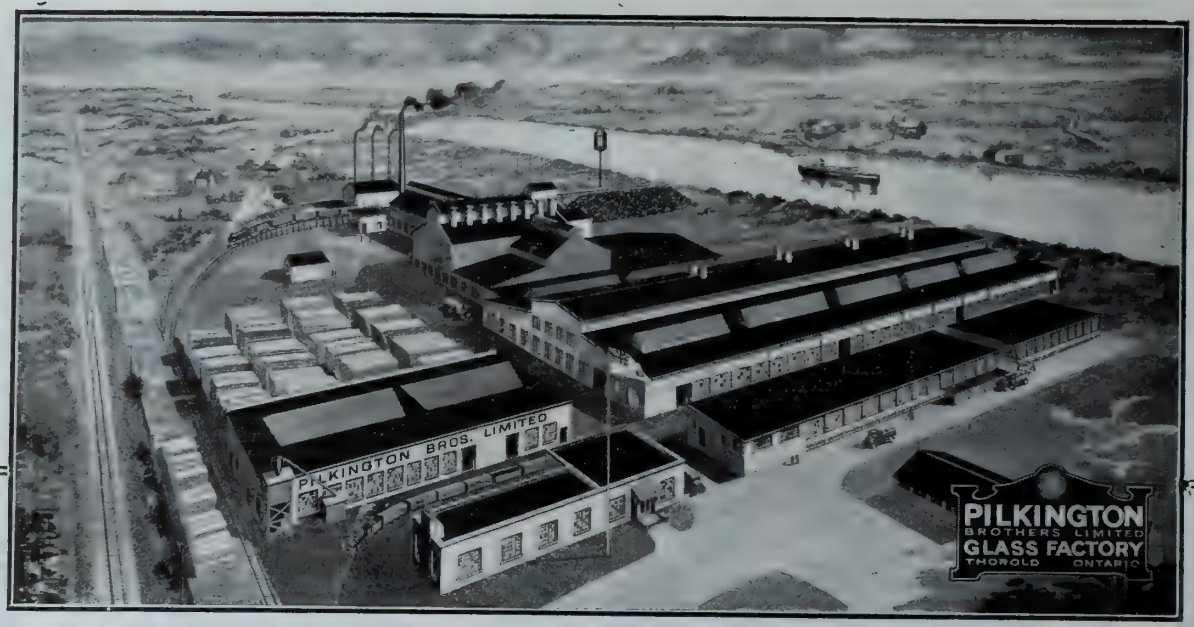

"Jenkins Valves Only"

Says Pilkington's Chief Engineer

Because they furnish trouble-free and uninterrupted service year in and year out genuine Jenkins Valves are invariably the first choice of Canada's leading engineers.

Sell Jenkins Valves for customer satisfaction and good-will. Write for Catalog No. 8—it shows the complete Jenkins line.

Jenkins Bros.
LIMITED
TRADE JENKINS MADE
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH 6 GREAT QUEEN ST. KINGSWAY, LONDON, W.C.2 ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD
Jenkins Bros

ATKINS Sterling Quality SAWS

Present Conditions

Present conditions are such that you cannot afford to lose a sale by not having what the customer wants. They are calling for

ATKINS STERLING QUALITY SAWS

by name and number. Can you supply them?

Check over your stock today—see if you have Atkins No. 53 and 51 saws and our other popular numbers. If not, send in your order at once as you are going to need them. Ask for the latest catalog, descriptive of

"A Perfect Saw For Every Purpose"

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B. C.

If interested tear out this page and place with letters to be answered

TRADE FRAIM MARK

The New Fraim Night Latch

Do you realize that nearly all rear doors are equipped with the most ordinary kind of locks—and many front doors, too? Have you told your customers how little it costs to remedy this condition?

Every customer you have needs at some time a trustworthy Rim Night Latch. He wants to guard wife, children and property in these perilous days.

FRAIM *Means*

Security—Economy

Have you seen the new and remodeled Fraim Night Latches? They are made in several styles—both warded and pin-tumbler types—and at prices to fit all purses.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Sent free upon request.

Order through your jobber or direct from us, with your jobber's name.

The E. T. Fraim Lock Co.

Lancaster, Penna., U. S. A.

Canadian Representatives

Gordon L. Cohoon, 11 St. Sacrament Street, Montreal

A. E. Hanna, 218 Portage Avenue, Winnipeg

Black Diamond Files

for preference

Fine temper, durability and sharpness of cut have made Black Diamond Files the favorites of skilled mechanics and of all men who do filing. They give dependable results.

G. & H. BARNETT CO.

1078 FRANKFORD AVENUE

PHILADELPHIA, PA., U.S.A.

Owned and Operated by

NICHOLSON FILE COMPANY

PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered

TRADE MARK Red Devil Tools

Popular Selling Nail Pullers Since 1872

GIANT NAIL PULLERS have been giving a good account of themselves since they were born—in 1872, the first pullers ever made. They were awarded the first prize at Sydney, Australia, Chicago, Ill., and Pan-American, Buffalo, New York, Expositions.

The many distinctive features and improvements in the "Giant," suggested by long experience, have made it the most popular selling tool to-day. Jaws open by gravity; weight is at end of short jaw. No springs, no pinching, no rolling—has three parts only—nothing to get out of order.

Every good dealer will find it to his advantage to sell the Giant Nail Puller.

Ask for circular and trade prices.

Smith & Hemenway Co., Inc.

89 Coit Street, Irvington, N.J.

Christopher Johnson & Co.

Cutlery Manufacturers

Western Works:

Sheffield - England

Cables: Johnson, Sheffield. Established 1836.

MANUFACTURERS OF
High-Class Cutlery, Table and Pocket Knives, Scissors and Razors.

REGISTERED C.J TRADE MARK

This FLAG Brand

on any article of cutlery is a guarantee of good service.

OUR METROPOLITAN RAZORS

SHAVE

with speed and comfort and tickle the user with a sense of his ability

THE FLAG BRAND (Registered Trade Mark)

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

"BRADES" SHOVELS

TRY THEM AGAINST THE NEXT BEST

Strong and serviceable for general purposes.

Blade thickened down the centre, where the strains occur.

Every handle of specially selected Ash.

MAKE WORK LIGHT AND SALES EASY

WILLIAM HUNT & SONS,
THE BRADES, LTD.
BIRMINGHAM - ENGLAND

GRANT-CHATER, LTD., TORONTO

926 Traders Bank Building

The First Breath of Spring

Is going to start a lot of people thinking about getting out of doors. With the sun getting warmer day by day it won't be long now until we'll all feel just a little bit younger than we really are. The call of the outdoors will mean good business for you this year and you will need to be ready to meet the demands of your customers.

We are at your service. Many years of close co-operation places us in a position to know just what you will require. Write us to-day for suggestions to help you get your full share of the spring business.

Thos. Birkett & Son Co.

LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa **Canada**

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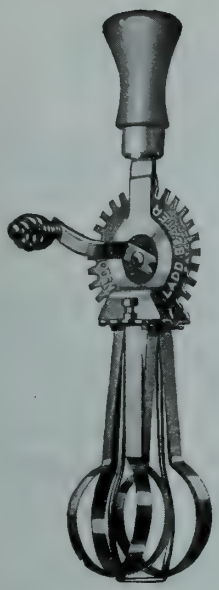
ENTIRELY NEW

Shipping Early in April



LADD BEATER No. 0 0

(Same size as No. 0 but **cheaper than any!**)

Excellent wood, white-enamelled handle for white kitchens; easy to hold. **Every dealer wants. Will go like wild fire. Account superior Ladd quality.** Send immediately for sample and prices—or better still—SEND US YOUR ORDER.

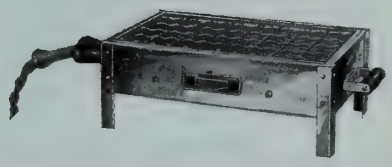
UNITED ROYALTIES CORP.
1133 BROADWAY, NEW YORK

Canadian Representatives:

G. S. WHITAKER & CO.,
8 Colborne St., TORONTO, Ont.

EQUATOR PRODUCTS

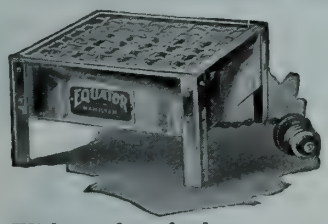
Cat. No. A3. Full nickel.
List with cord and plug $5.00
Without cord or plug.
Gun metal finish.
Cat. No. A14. List $2.50
Polished aluminum.
Cat. No. A13. List $2.75



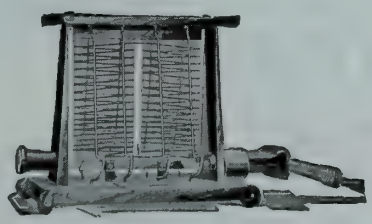
Cat. No. A5. Full nickel.
List with cord and plug $6.00

STANDARD OF QUALITY THE SAME—PRICES MUCH LOWER

GENEROUS DISCOUNTS TO ALL



With cord and plug.
Gun metal finish.
Cat. No. A12. List $3.00
Polished aluminum.
Cat. No. A11. List $3.25

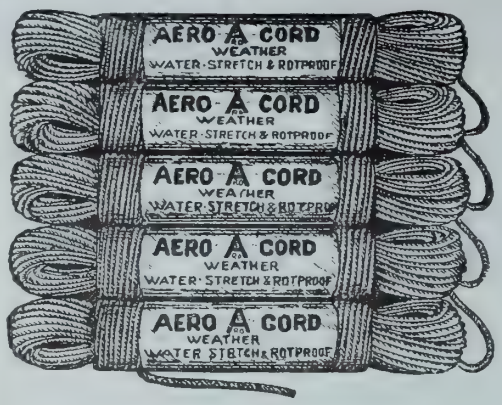


Cat. No. A8. Full nickel.
List with cord and plug $5.00

Cat. No. A7.
List $9.50
With cord and plug.

EQUATOR MANUFACTURING CO., LIMITED
HAMILTON - CANADA

If interested tear out this page and place with letters to be answered



Your trade is entitled to the best article procurable for a given purpose, price being equal.

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

Are You Selling Canadian Pencils?

CANE'S

Lead Pencils
MASTER WORKMAN
(Carpenter Pencil)
CANADIAN ASSORTMENT
(Counter Sales Stand)

Cane's Pencils cost you less and can be sold at the same price as other pencils and are superior to others at the same price.

Commercial Pencils

of all kinds in all grades for every purpose. Buy Canadian Products. Importing keeps the foreigner busy, buying at home keeps Canadians busy and busy Canadians have money to spend in your store—idle ones have not.

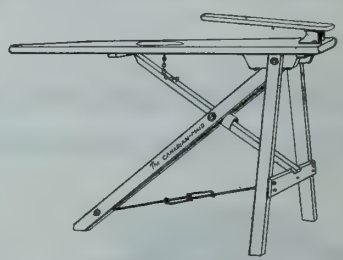
Order from your jobber

The Wm. Cane & Sons Co., Limited
Manufacturers
Newmarket Ontario

Illustration, price and samples sent on request.

EVERETT MFG. CO. LTD.
Everett's
CANADIAN MAID
WOODEN WARE
PRODUCTS
SAULT STE. MARIE, CANADA

The "Canadian Maid"



Patented Oct., 1920.

is the very latest thing in the way of an Ironing Table.

It is firm as a rock.

Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three inches of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

Send us your order and if not absolutely satisfied return the goods.

Write today for prices and descriptive literature.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

"EVERLASTING"

Veneer Toilet Seat—Strong, Clean, Hygienic

7- and 11-ply, air-seasoned wood veneer, held together by our special wood cement. This cement is proof against heat, cold or dampness. The veneering is distributed according to the strain and wear required of the different parts. The Everlasting Seat will never crack, warp or split.

We also manufacture five staple lines of Veneer Chair Seats, round-cornered, and durably finished in coach varnish.

Ask for our English-French-Spanish-English Catalogue.

Canadian Veneering Company, Incorporated
ACTON VALE, QUE.

If interested tear out this page and place with letters to be answered

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

Tool Buyers Say The Starrett No. 146 is the Best Hack Saw Frame Sold at its Price

Show your customers the wide, rigid stock. That's a feature that makes a strong appeal to men who know hack saw frames. They know a frame like that won't cramp when the saw is tightened up, and won't tremble when it's used.

Show your trade the wide scope of this saw frame, too—how it takes 8, 9, 10, 11 and 12 inch saws—how it may be set to cut in any one of four directions, and tightened by simply turning the handle. Call attention to its fine finish—its polish and nickel plate. It's a hack saw frame that any mechanic would be pleased to own.

Starrett Hack Saw Frame No. 489 is another big value. Has extra rigid back made of heavy tubing. The frame telescopes into the tube engaging slots so spaced as to permit the frame to take saws 8 to 12 inches in length. May be set to cut in either of four directions. Fitted with "Easy Grip" hardwood handle and finely nickel plated.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Get copies of the Starrett Catalog No. 22 "M. A." also special supplement to this catalog showing new Starrett Tools. All good sellers. Copies of the Catalog and Supplement sent free on request.

Starrett Tools

42-299

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TANKS

Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

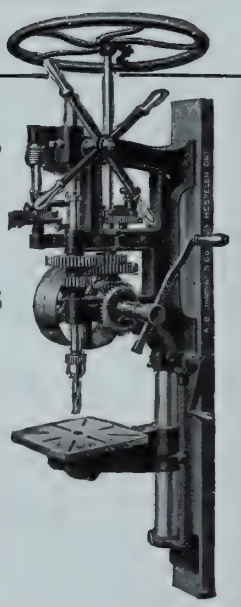
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

REGISTERED J TRADE MARK

"JARDINE"

Hand and Power

Drilling Machines



The exacting requirements of an unusually wide range of drilling are effectively served by "Jardine" Hand and Power Drilling Machines.

The sizes in these machines range from the Ratchet Hand Drilling machine to the big No. 6 Power Machine. The Ratchet Hand Drilling Machine is portable, may be applied to the job in any part of the shop and is particularly valuable for repair work, being universal in its adaptation to angles of different positions.

The Large No. 6 Power Machine is especially designed for Blacksmith's use. Get particulars of these tools.

Speed Up Your Drilling — With "Jardine" Tools

Made in Canada

A. B. JARDINE & CO. Ltd.
HESPELER, ONTARIO

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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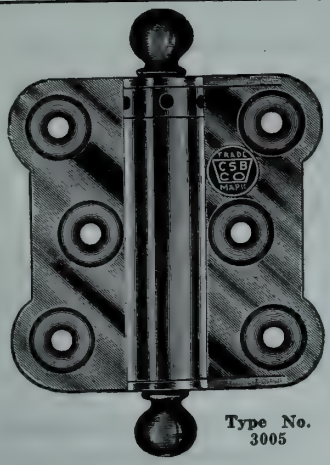


Type No. 3005

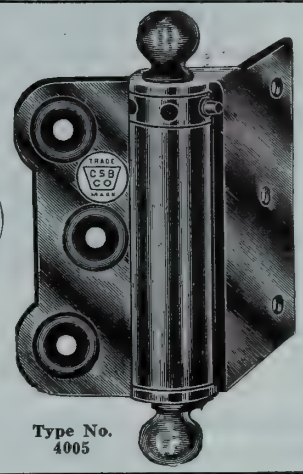
TRADE CHICAGO MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36



Type No. 4005

SIMONDS

Crescent Ground
CROSS-CUT SAWS

Cut 10% more Timber

Assure Satisfied Customers

SIMONDS
Canada Saw Co., Ltd.
"THE SAW MAKERS"
Montreal, Que.
St. John, N.B. Vancouver, B.C.

For EVERY Purpose--
Change From Rifle to Shotgun in One Second

Here is the gun that's going to prove a great seller, for every outdoor man has always wanted it. He can strap Marble's Game Getter under his coat, put it in his suitcase or canoe and he has **both** rifle and shotgun.

Upper barrel .22 cal. rifled—lower barrel .44 cal. and .410 ga. smooth bore, for shot or round ball. A more accurate .22 cannot be found—for rabbits, birds, etc., it almost equals a .28 ga. shotgun.

Canadian List Prices

No. M21—12 in. barrel, complete with fine leather holster, **$34**
No. M21—15 in. barrel, complete with fine leather holster, **$36**
No. M21—18 in. barrel, complete with fine leather holster, **$38**
These are Canadian list prices and include duty, liberal dealer discounts

Jobbers selling Marble's Outing Equipment will handle the Game Getter—order direct if your jobber can't supply you. Liberal dealer discounts. Game Getter advertising is now appearing in all outdoor magazines—be prepared to meet the demand.

MARBLE ARMS & MFG. CO.
5350 DELTA AVE., GLADSTONE, MICH.

Representative in Prairie Provinces, R. H. Conley, Winnipeg
Eastern Provinces, Fraser & Co., Montreal

Easy and Simple to Use —Easy and Simple to Sell

There are many good selling-points about Mendets. They interest your customers because most customers have some favorite utensil that needs mending. They convince your customers because they are delighted to discover how easily Mendets can be applied and how efficiently they act.

Display Mendets and put your own salesmanship behind them —it will pay you well.

Collette Manufacturing Company - Collingwood, Ont.

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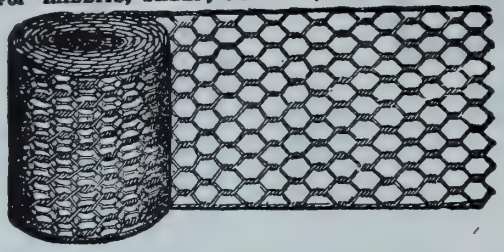
GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

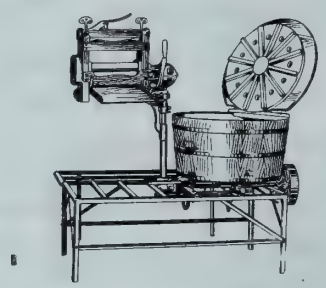
POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

How Many Washers Could You Sell if the Price Were Right?



The Liberty Washer

The **Liberty** is in point of construction, ease of operation, thoroughness of its work, superior to most washers on the market. The price will interest you.

Write for particulars.

A. R. LUNDY,
257 King St. West, Toronto

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

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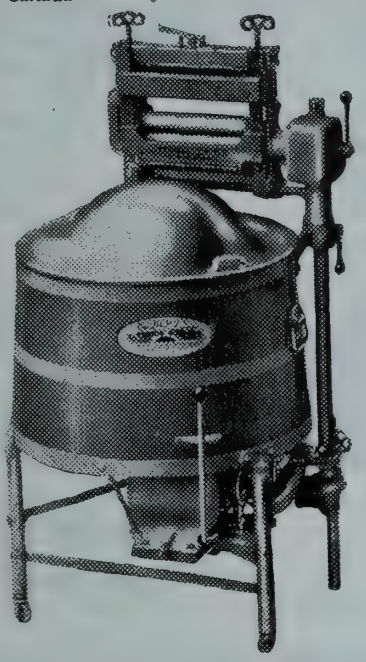

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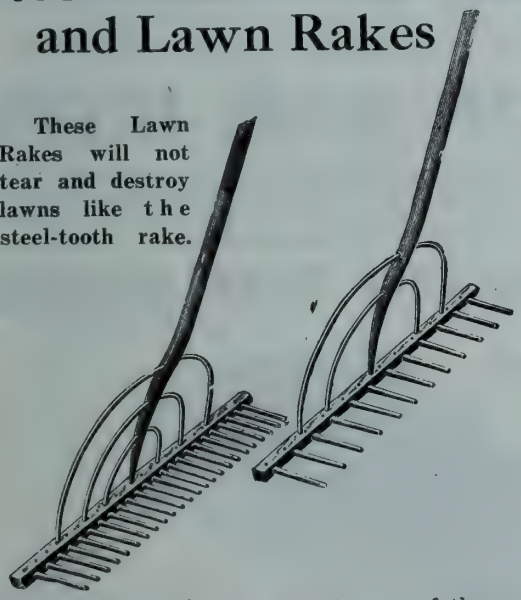

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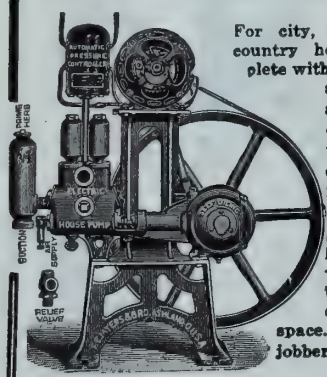

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV APRIL 1, 1922 No.13

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV APRIL 1, 1922 No. 13

Tax "Travellers" on Increased Income

Inland Revenue Dept. Decides "Travellers" Allowed Living Expenses When Away—Must Show Increased Income on Tax Returns of Dollar for Each Day's Travelling—Includes Employees of Manufacturing, Wholesale or Retail Firms Who Travel Sufficient to Warrant it

THERE is announced this week what appears to the various branches of the hardware trade to be one of the oddest of all the odd pieces of legislation which have been enacted in connection with the income and other taxes. In connection with 1921 returns now asked, it is prescribed that men who regularly travel, and whose expenses when traveling are paid by the firm for which they are employed, must add to their income for purposes of taxation, an amount representing one dollar for every day they are away and on which their living expenses are not paid by themselves. This obviously deals primarily with traveling salesmen but its influence is somewhat more extensive as has been found by investigation made by Hardware and Metal.

The idea of taxing a man on extra income when his living expenses are being met by the firm apart altogether from his salary, is an outcrop of income tax legislation in the United States where such "frills" have not been any too warmly received. The idea, according to Mr. Smith, head of the income tax department, is to place the traveler, whose living expenses are paid by his firm, on the same basis as the city traveler who pays his own living expenses and also on the same basis as the commission salesman who is allowed nothing or only a portion of his expenses by his firm. As a matter of fact the new ruling was brought about largely as a result of complaints made by salesmen working on commission that their brother salesmen working on salary and expense allowance, had a big advantage under the plan originally proposed by the inland revenue department under which only railway fare was to be allowed to be deducted from income on statements made by commission salesmen. It was not thought that salesmen allowed expenses by their firms were inclined to "pad" their bills and thus increase their income but that being allowed expense money was really an allowance "in lieu of living expenses."

Hardware and Metal suggested to officials of the income tax department that on this basis the family of a married salesman should be able to effect considerable saving in living expenses during his absence whereupon a number of them agreed that the absence of a man from home generally made very slight difference in the living expenses of his family.

"It is obviously a bit arbitrary," agreed one official, who appreciated that certain odd situations as outlined by Hardware and Metal might arise under this ruling.

Questioned concerning the extension of this regulation to others than those commonly known as "commercial travelers," Mr. Smith pointed out that executives and other employees who made regular trips on business for which expenses were paid by the firm should rightly add a dollar a day to their income including moneys paid him for expenses and then deduct the amount of his expenses on which exemption is allowed. He can then merely note the number of days he was traveling and let the department make the necessary addition to his income or he can add a dollar for each day he was away himself, and make a note that the amount shown includes this figure so it will not be added twice. He also indicates what class of "traveler" he belongs to, as explained later.

they were not salesmen. The same applied to representatives of certain retail firms who follow the practice of sending men out through the surrounding district at regular periods to stir up prospects for business or report on conditions, providing their expenses are paid by their firms.

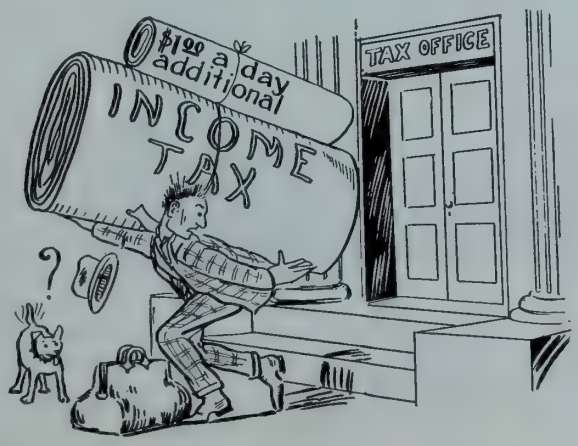
"Of course it is not intended to be very minute in its application," said Mr. Smith, "and we would only expect a return where the total number of days reported for the year was large enough to warrant noting."

He hinted that two days a week or one hundred days a year might be taken as a fair minimum.

In making returns covering this point the individual enumerates the approximate number of days he has been out in the year, taking into account half days, etc. He notes his gross income including moneys paid him for expenses and then deducts the amount of his expenses on which exemption is allowed. He can then merely note the number of days he was traveling and let the department make the necessary addition to his income or he can add a dollar for each day he was away himself, and make a note that the amount shown includes this figure so it will not be added twice. He also indicates what class of "traveler" he belongs to, as explained later.

His company in filing a statement of his income for checking purposes notes the gross amount paid and a separate figure showing the total amount of expense money paid to the man. The income tax department divides the figure of expense money paid by certain averages, thereby checking approximately the number of days shown on the traveler's personal statement.

(Continued on page 44)



Increasing Travellers' Tax Burden.

Seek Reciprocal Trade With Australia

Schedule of Preferential Tariffs to Encourage Reciprocal Arrangement Covering Canadian and Australian Lines Looming Large at Ottawa—How it Would Affect Hardware Lines—Might Bring More Business to Canadian Manufacturers

From Special Correspondent of Hardware and Metal

OTTAWA, Ont.—As the question of reciprocity between Canada and Australia is looming large in the political arena at Ottawa, a discussion of its possible effect, direct and indirect, upon the hardware trade, is timely. The Canadian Manufacturers' Association has most earnestly urged upon the Government its confident belief that the national advantage of Canada would be greatly promoted by the negotiation of an arrangement with Australia by which the Commonwealth would extend to Canadian products the same preferential rates which she extends to the products of the United Kingdom, conditional upon Commonwealth products being admitted into Canada at the lowest British preferential tariff rates, which may be extended by this Dominion to the products of any other British Dominion.

The Customs appraisement laws of Australia now stimulate importations from the United States, instead of from Canada. The Australian law applies ad valorem duties on values which are based upon the "home" market value of the goods in the country for export. The application of the Australian duty on values based upon the home market price in the country of export, results, as a rule, in the Australian duties being greater on goods made in Canada than on the like goods made in the United States.

A Case in Point

Because of revenue on materials of a class or kind not obtainable in Canada, which must be imported by the Canadian automobile manufacturer, the "home" price on a Canadian made car. is higher than the United States "home" price on a similar car. But the Canadian manufacturer, under the Customs drawback regulations, can sell his car for export at prices which approximate to the United States price. Thus a United States automobile, on importation into Australia, pays a duty on the basis of the "home" selling price in the United States; and the same automobile made in Canada and shipped into Australia (although the export price based on drawback would compare favorably with the United States export price) would be valued for duty in Australia at the higher "home" selling price in Canada—resulting in the payment of greater sums in duty than would be payable on the like car made in the United States.

With the extension of the Australian British preferential tariff rates to Canada, which may be brought about shortly as a result of pending negotiations, the situation would be considerably changed to the benefit of the Canadian automobile manufacturer.

Hardware Lines We Can Sell Australia

Included in the list of goods we could sell Australia, which she now buys from the United States, are: agricultural implements, paper and paper products, automobiles and bicycles, machine tools, air compressors, pumps and drills, rubber goods, steel mill products, including cold drawn steel; fabricated structural steel, wrought iron and steel tubing, wire fencing, wood screws, carbide, sodium cyanide, paints and varnish, aluminum ware, enamelled ware, match cases, table cutlery, etc.

One thing that must be carefully borne in mind is that the foreign trade of Australia is valuable. In 1921 the United States exports to Australia amounted to $120,985,720, as compared with $43,351,855 in 1913. Canada might just as well have enjoyed a large share of this trade.

Curtail German Steel Manufacture

VANCOUVER, B. C.—J. B. Holdingham, a prominent metal dealer of Shanghai, who was here this week after visiting Great Britain and the Continent, said that Germany was about at the end of her tether as far as raw materials for the cheap manufacture of steels was concerned. The abnormal German scrap supply has just about been exhausted, he says, and as the production of steel from pig iron is extremely expensive in Germany, it is possible that the country will be out of the competitive line in steel products in the near future. Cheap raw material and labor costs have made it possible for Germany to put steel products into England cheaper than they could have been manufactured in that country, he stated.

The metal man went on to say that Continental Europe is now rather short of scrap steel and other metals and it is possible that Great Britain would soon come into the field with products manufactured from the scrap that country purchased on the continent at a very low price. He added that Great Britain had great hopes of marketing large quantities of steel in Pacific markets and British steamship lines are already figuring on carrying costs.

The view taken by the Canadian Manufacturers' Association in this regard is a most optimistic one. In a recent memorandum to the government on the subject they say:

"As regards Canada, under such a system, there would be immediate and extraordinary increases in industrial production. It would ensure the large expansion of Canadian exports on a permanent basis. Before deciding whether or not to establish branch factories in Canada, a number of United States industries are waiting for British countries to determine their policy on this subject. Were British preferential tariffs the rule, great numbers of United States industries would have to establish works in this country in order to hold their export trade with British countries. Other industries would locate here which now are unable to do so because our domestic market is too small to warrant the investment. Thus there would follow very heavy expenditures of capital in this country in the construction and equipment of new factories, and the enlargement of others already in operation. The wonderful advantages to Canada from the adoption of substantial preferences amongst British countries, corresponding to the preferences provided in the tariff of Canada, we submit, warrant the government in exerting its utmost power and influence to secure the adoption of preferential tariffs throughout the whole British Empire."

TO ELIMINATE BLAST FURNACE IN STEEL PRODUCTION

A Plant for the production of steel direct from iron ore has just been complted and partly shipped to France from a large steel making and engineering firm of Sheffield, England. This plant is built to specifications of a French metallurgist, M. Basset, who believes he has at last solved the problem of eliminating the blast furnace in a manner that permits of economical steel production by the direct process.

It is understood that the basic principle of the process is somewhat akin to the rotary kiln of a cement works. Into revolving cylinders some 200 feet long the ore is projected and as it traverses the length of the cylinders it will be fired with pulverized coal.

Engineers consider it ironical that Sheffield, the home of the centre of the steel trade of the world, should have been entrusted with the construction of a plant which aims at revolutionizing modern steel-making and which may eventually cause the scrapping of present day plants.

Hardware Merchant Has Coal Oil Club

Such an Organization Has Been Big Stimulator of Business in Coal Oil as Well as Other Hardware Lines in the McIntyre Hardware, Whitby, Ont.—Attracts Many Prospects to the Store—Five Gallon Cans Made in the Tinshop Are Used

Written for Hardware and Metal by F. J. McINTYRE, of McIntyre Hardware, Whitby, Ont.

The formation of a hardware coal oil club by the McIntyre Hardware, Whitby, Ont., has been very successful. Mr. McIntyre states that it has been one of the best strokes of advertising he has ever done for the store, in that it has aroused the people with the desire to know what it really is. Mr. McIntyre describes the club fully for Hardware and Metal readers as follows:

"WHAT IS a coal oil club and what are the benefits to be derived to the hardware store forming such a club?

"The McIntyre Hardware of Whitby, believe the formation of such a club will be a sales stimulator to any hardware business as it has proven to be to theirs. Not only from the point of increased sales of coal oil, but increased sales of other goods as well, for rarely is an order for coal oil received that it is not accompanied with orders for other goods. One of the club's other dominating features is that it also attracts people to the store which is the one end to which all businesses are striving, for the merchant to-day who has an inducement to bring people to his store and displays his goods attractively, backed by intelligent courteous salesmen is bound to create a name for that store as being a desirable place to shop in.

"The formation of McIntyre's Coal Oil Club commenced with the manufacture of fifty-five gallon coal oil cans. These cans were manufactured in our own workshop and were to be the basis by which McIntyre was to induce people to come to his store for coal oil.

"The local press was then used to introduce the club to the people of Whitby and vicinity. We pointed out to them that we would undertake to supply all members of the club with a five-gallon can free. The merits of the kind of a can to be used were pointed out to them. This can when filled could be placed on its side and by the use of the tap provided with each can it need not be disturbed until emptied. When a new supply of oil was required we agreed to deliver it in another similar can and return the empty one to fill for another club member. To become a member all one had to do was to come to our store and sign a club form which reads as follows:

McIntyre's Coal Oil Club

In consideration of J. McIntyre supplying me with the use of a five-gallon galvanized coal oil can, with side rest and tap, I hereby agree to purchase all coal oil from him as required by me from time to time.

It is understood that should I move from the Town of Whitby, or cease purchasing coal oil from him at any time I will either return said can or pay the purchase price namely $1.50. It is further agreed that I will not be asked to pay any higher than the prevailing price of coal oil in five gallon lots and that at any time should I not be satisfied with the quality of the coal oil supplied me or the treatment accorded me in any respect, that I may cancel this contract by returning can loaned me.

Signed .....

Address .....

Date .....

"It will be noted that we simply loan the cans and do not give them outright to the customer. The agreement is so worded that no customer would hesitate to sign it. One strong feature of the plan is that customers who buy coal oil in one and two gallon lots are easily persuaded to join the club and buy in five gallon lots thus increasing the volume of coal oil sales.

"Care must be taken to see that customers will not think there is some 'catch' to the club scheme. Some would

(Continued on page 44)

An important factor in the annual spring clean up as conducted by the housewife is the question of utensils. Many well worn kitchen utensils are discarded after they have served the purpose in connection with cleaning up, and now is therefore a time to devote considerable attention to utensils. Baxter Hardware Co., Windsor, Ont., devote numerous window displays to effective arrangements of utensils at this time of year and here is one of them.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, APRIL 1, 1922

ACCUMULATING tonnage on steel mill books brought about by a further expansion of buying is beginning to have a more marked effect upon prices, according to the Iron Trade Review. At least three independent mills are advancing sheets to $3 per ton effective April 1. There is some note of warning against a too rapid advance. A material rise, the first since July 1920, is shown by the composite average on fourteen products, the average this week is $33.36 compared with $32.80 last week. The Steel Corporation is operating slightly in excess of 71 per cent. of actual capacity with bookings around 65 per cent. and many independent plants are operating at from 75 to 80 per cent. of capacity. Bookings in some lines are best since summer of 1920.

Tax Collection Cost Heavy

THE MANIA for frills in connection with taxation seems to be keeping up judging by the information as outlined in detail elsewhere in this issue concerning the increasing of a travelling salesman's income by the amount of one dollar per day for every day which he is away from home and for which his firm is paying his expenses. Officials of the Inland Revenue Department hold that a salesman who has his expenses paid really has an advantage over the salesman who works on a commission basis paying his own expenses, or the city worker who pays his own expenses at home. It is held that the average salesman spends several dollars a day in expenses and that the dollar per day added to his income by the Inland Revenue Department is really a very conservative margin.

The principle of this tax is one which might be much extended in application. If the underlying idea is that a man who receives expense money is really receiving "moneys in lieu of living allowance" as it has been described, then officials of firms who do considerable travelling and have their expenses paid, but who do not come into the category of commercial travellers, should also be included. It might also be extended to salesmen of many retail hardware firms throughout the country who regularly send out men through the surrounding district to stir up prospective business.

Taking up these various points with officials of the department, Hardware and Metal was advised that if these men made regular trips which in a year would represent a fairly large number of days, then they should add this amount to their income for every day they were out.

The amount of revenue involved in this matter would seem to be rather small for the amount of accounting and checking which will be involved. This brings up the point as to whether or not there is too much expense involved in the collection of our taxes. True the new government has given signs of economy in connection with governmental expenses but there would seem to be need for some pruning of charges and curtailment of "frills" when it is noted that the collection of eighty-seven million dollars of business profits and war taxes for 1920 involved an expenditure of nearly two million dollars.

Steel is Strengthening

RECENT REPORTS of steel companies in both Canada and the United States indicate that while in most cases, these companies have held their own, yet conditions under which they were operating last year were not conducive to profitable business. On the other hand it is evident that many companies operated with a very much curtailed margin of profit. For several reasons the present year should be a better one for the steel companies. Costs have been shaken down with reductions in wages, increase in labor and mechanical efficiency and the gradual opening up of trade opportunities such as railroad, structural and ordinary industrial requirements. In the United States the decision of the U. S. Steel Corporation to co-operate with others in the industry is taken as an indication of the necessity for stabilizing prices and eliminating the serious price cutting which has marked this industry in the past year, and which, it is said, might, if continued, have finally resulted in seriously embarrassing several makers. As it is increasing production is anticipated during 1922 and if this can be increased to an 80 per cent. basis many steel makers will be on a fair way to recoup their lost earnings of last year. The last year and a half has seen very small purchases of steel from usually large consumers, but since the turn of the year orders show a much better volume, and with this improvement come indications that the strengthening of steel prices may develop into actual advances in price. Bars, shapes and plates which led the decline are the first to show signs of advancing. It has been estimated by one authority that steel prices would not increase much until after mill production had reached about 83 % of capacity, but it is thought that numerous small advances will be made from time to time to bring prices to a fair proportion to cost of production and substantial advances might follow after production has reached the 85 per cent. level.

The Coal Strike

THERE APPEARS to be little chance of averting the international coal strike involving 600,000 miners and operators, particularly in view of the improbability of intervention by the U. S. Government as indicated in latest advices. While some who pose as authorities on the coal situation in Canada were quick to discount the effect of such a strike on Canadian industry, it is evident on further consideration that a protracted strike of miners can hardly fail to bring a shortage of fuel in many parts of Canada. Nova Scotia fields are so far not affected by the strike; this will relieve the situation in New England and Quebec. The opening of the navigation season helps the situation for Montreal, but southern Ontario is much concerned and in this territory lie many industries.

Many Canadian industries have laid away considerable reserve supplies of coal and certain steel and other industries have independent sources of supply. In the last coal strike in 1919 Canada got liberal treatment from the U. S. Fuel Controller, but already there is some sentiment across the line that a repetition of the strike conditions should not bring about a repetition of such generous treatment for Canada as formerly was given. The United States is said to have a reserve supply of about 65,000,000 tons of soft coal, fully 80 per cent. of which is in the hands of railroad and public utilities. Non-union production is estimated to continue at a rate of about 4,000,000 tons a week and the reserve supply will therefore, if carefully watched, carry industries over sixty days' operations. The U. S. iron and steel industry is said to have sufficient coal to last sixty to ninety days. There are also fair stocks in Canada, notably at Fort William, and the railways are fairly well taken care of. The stocks held are mostly out of reach of central Ontario points, however, and unless fairly generous treatment is accorded by U. S. authorities industries in this section may be the first to suffer from the coal stringency.

Spring Goods Feature Hardware Ads.

Hardware Merchants' Local Advertisements in Various Centres Throughout Canada Reveal Much Attention Being Paid to Effectively Featuring Spring Merchandise—Planning a Spring Opening—Taking the Hard Work Out of Housecleaning Time

Layout of newspaper ads. by hardware merchants showing seasonable lines.

MANY LINES of hardware are seasonable at this time of the year and lend themselves well to effective treatment in the advertisements in order to stimulate their sale. Herewith are shown five fairly large advertisements as used by various hardware merchants in local newspapers to help the sale of spring lines. The ad. by Creeper & Griffin, Ltd., Owen Sound, emphasizes the fact that if a person is going to build they should "build right." It points out that "in building a home you are building for the future and the life of your home depends to a large extent upon what kind of hardware and other materials you put into it. The use of cheap materials will sooner or later be the cause of heavy repair bills so that the building will cost just as much or more than good materials would have cost." The ad. illustrates sash hardware, door hardware, door locks and handles, cabinet hardware, bath room fixtures, etc., with brief descriptions of each and prices quoted on various lines.

Congdon & Marshall, Dunnville, Ont., advertise paints, incubators, brooders, cutlery, wrenches, solder, ironing boards, etc. In connection with floor paints the ad. points out that it is a hard job to keep floors looking right, but that they can be made smooth and attractive at small expense with some of the...floor paint which will dry over night. A special note is constantly made of the promptness which is accorded telephone orders.

W. T. McArthur & Co., Vancouver, B. C., have a well illustrated ad. dealing with a number of spring lines including enamelware, tools, garden requirements and a special group of other articles priced for the occasion. Each line is well illustrated, described and priced.

A range of housecleaning necessities are also advertised by Anderson's Hardware, Melville, Man., which is headed "You can take most of the hard work out of housecleaning by having the right labor saving helps."

The Big Cash Hardware, Brantford, Ont., advertises a number of aluminum kitchen utensils including preserving kettles, boilers, sauce pans, tea kettles, and mentions the giving of a quart sauce pan free to any purchaser buying two of the articles advertised.

NICKEL-SILVER THAT DOES NOT TARNISH

Research work by the silver and electro-plate trade has resulted in the perfection of a new alloy of non-ferrous metals which works up well in the form of spoons, forks, cruets, table decorations, knife handles, and a variety of domestic articles that will not stain or tarnish. The main factor of this new alloy is that it contains a larger quantity of nickel silver than is usually contained in that used in the electro-plate trade. The proportion runs about 30 per cent. Other varieties of the new alloy contain spelter instead of tin. The larger proportion of nickel adds to the cost, but it is possible to market spoons and forks at prices less than half the price of stainless steel or iron, and in some cases the quotations are little more than a third. All the scrap of the new alloy is usable, which does not apply to stainless steel or iron.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Much Improvement in Western Business

Hardware Wholesaler Says Consumers Indicate Disposition to Resume Buying and Farmers' Buying Power for Hardware Has Been Greatly Increased—A Tone of Restored Confidence

WINNIPEG, Man.—Interviewed by Hardware and Metal, J. J. Corbett, general manager Miller-Morse Hardware Co., Ltd., made the following statement regarding hardware conditions in Western Canada:—

"To even a most casual observer, it is very evident that business in general is much improved. The improvement has been gradual, but has now reached sufficient volume to manifest itself all along the line. The consumer indicates a disposition to resume business; if not on a normal basis at least on some basis, and that's a very encouraging sign for the future.

"No one would be justified in the belief that the troubles of the business man were entirely over; yet, it seems safe and sound to believe that we are 'around the corner.' Many factors unlooked for three months ago have developed and have helped us greatly in negotiating a very 'dry' spot on the business road.

"Fundamentally we are an agricultural people, and it follows that the prices paid for farm produce have a very important bearing on business conditions. The recent advance in wheat prices has accomplished wonders; likewise, merchandise prices have been substantially reduced, with the result that the purchasing power of a bushel of farm produce is much greater than what it was a few months ago.

"Again spring has arrived and with it a revival in out-of-door activities which produce business. This demand is already apparent; orders have increased in both number and value, and while both consumer and merchant show care in all commitments, there is a real need which must be supplied. No one intends to accumulate stock, but everyone agrees to supply legitimate demands. Caution will be the foreword but underlying the situation is a wonderful tone of restored confidence; merchants talk it on every side; it's in the air, and prospects are in every way brighter than what we have had for the past eighteen months.

"Given normal conditions this crop season, there is no reason to doubt but that business generally speaking will continue to improve, and to those who have learned the lesson of confidence and hard-work the present outlook promises rich rewards."

B. C. Basic Industries Begin Activity

Reflection on Hardware Trade Noted From Increasing Activity in Lumbering, Canning, etc.—Building Well Ahead of Last Year in Some Districts

VANCOUVER.—Although weather conditions have been more favorable the past week, business in wholesale hardware lines is opening disappointingly slow throughout the British Columbia coast. Much was expected from the operations of the lumber mills, but though there were many enquiries at the first of the year, this basic industry is not opening as rapidly as has been anticipated and as a result, this lack of activity is naturally reflected in dependent lines. Some of the logging camps are, however, commencing to operate now that the snow has disappeared in the woods and it is felt that some improvement may shortly be noted.

Some demand has been felt this week from the cannery companies which have sent several crews into the north coast districts to prepare for the fishing season. Operators of boats are being outfitted and renewals to plant equipment is meaning a little business to the distributing houses. There is no change in business developing from the Okanagan or the northern interior.

In Vancouver and the surrounding residential districts, building is starting quite actively and permits are well ahead of the same period of last year with the result that there is a good demand for all lines of building hardware and plumbing lines.

Paint dealers are making preparations for an active season and already several "specials" have been advertised. China-Lac, for instance is being offered at from 30 cents per quarter pint tin to $1.50 a quart. A high-grade shingle stain at $1.29 per gallon and a highly recommended porch paint at $2.55 per half gallon are among the week's offerings.

Retailers are experiencing a fair trade this week in garden tools as it is the first time this season that one has been able to work the ground. Rakes are averaging around 75 cents, hoes the same and spades $1.50.

Price changes are very limited no adjustments of consequence being recorded. Further reductions in intercoastal freight rates will undoubtedly have an effect soon on some lines. In carloads cash registers are lowered from $2.50 to $2 per hundred; copper and insulated wire from $1.25 to $1; shells from 85 to 60 cents and dry battery cells from $1.70 to $1.50.

J. J. CORBETT
Recently appointed general manager of Miller-Morse Hardware Co. Ltd., Winnipeg, who deals optimistically with the business outlook in Western Canada.

WESTERN CANADA NOTES

H. Kline has commenced a hardware business at Strassbourg, Sask.

Fire did considerable damage to the E. J. Gaetz hardware store at Craik, Sask.

Scott & Lake, hardware merchants, Edmonton, Alta., have dissolved partnership, Donald B. Lake continuing.

The Hardware firm of Simpson and Gowen whose store was wiped out in the fire at Summerland. B. C., last week will suffer a loss of $14,000, it is said.

Next O.R.H.A. Convention in Toronto

Toronto Members of Executive Committee of Ontario Retail Hardware Ass'n Will Arrange Details for Next Convention and Exhibition in Toronto—Prizes Awarded for Purchasing Done at Last Exhibition—Pass Resolution re Sales Tax—Organization of Hardware Club in Kingston

A NUMBER OF important matters left over from the annual convention of the Ontario Retail Hardware Association in February last, and also matters concerning future plans were dealt with at a meeting of the Executive Committee of the association on Wednesday in Toronto.

After much discussion of accommodation it was unanimously decided, on the motion of F. B. Smith of Belleville and R. Hawkins, Smiths Falls, to hold the next convention in Toronto. President George May had been making some enquiries concerning hotel accommodation and also space in which to conduct the exhibition and was of the opinion that the convention could be held in Toronto in February 1923 with good results. The second week of the month was suggested as the most advantageous time to hold it. Consideration was given to space for the exhibition of hardware lines at the new civic arena at Exhibition grounds, but it was felt that this was too far away from the centre of the city and too much out of the way to attract prospective buyers. A committee was appointed consisting of the Toronto members of the Executive to go into the question of accommodation, and in this connection consideration is being given the Armories, large buildings in the vicinity of the hotel, or the suggestion of the management of the King Edward Hotel to utilize the various rooms and corridors on the first floor of the hotel for the purpose as has been done by some other large conventions. This latter plan might necessitate dropping certain exhibits where heavy goods are concerned, but investigation showed that the hotel has facilities for unpacking and storing crating material and that other conventions have shown exhibits of heavy lines on this floor.

Award Prizes

In making their plans the officers realized that they must look rather a distance into the future, for big results are expected along the lines of membership during this year, and next year's exhibition is also expected to be larger.

At the last convention, buyers' cards were supplied to members, on which were to be entered any purchases made from firms exhibiting. Discussing this matter the Executive Committee felt that there had been considerable buying at the exhibition which was not recorded on the cards. H. N. Joy, Toronto, suggested that probably not more than 25 per cent of the buying done was revealed on these cards. Another year a souvenir may be given for all cards turned in as an incentive to their use.

WHAT THE EXECUTIVE COMMITTEE OF THE O. R. H. A. DID AT ITS MEETING

1. Approved Toronto for 1923 annual convention and exhibition.

2. Left it with Toronto members of the committee to arrange all details of accommodation, etc.

3. Awarded prizes for two classes of contestants in connection with purchasing of hardware at last exhibition.

4. Passed a resolution concerning the application of the Sales Tax to retailers.

5. Outlined organization of a Hardware Club at Kingston, Ont.

In order to decide upon the prizes to be awarded and the firms to which they were to go, the list of firms making purchases and the amounts was checked over. This resulted in the decision to divide $100 between the two classes comprising those with the highest total purchase, and those with the greatest number of purchases. This sum was divided on the basis of $25 to the first $15 to the second and $10 to the third in each of the two groups. These prizes were awarded as follows:

Largest purchasers:

1. Dent Bros., Bothwell, Ont. ($3112.85.)

2. F. W. Barton, Pt. Arthur, Ont. ($2100.)

3. Wright Hardware, Hamilton, ($1347.29.)

Other firms in the order on the list were as follows: A. M. Oldham, Weston; Mills Hardware, Hamilton; St. Marys Hardware, St. Marys; J. N. McGregor, Oakville; G. A. Outram, Port Hope; W. Hanna and Company, Port Carling; J. C. Wanless, Chatham; S. B. McClung and Co., Trenton; Gerry's Hardware, Ft. William; D. Mistele, Rodney; J. W. Peacock, Toronto; Chas. McFarlane, Toronto. The foregoing were all for amounts over $100 of purchases.

In the contest including those firms who purchased from the largest number of exhibitors, the awards were as follows:

1st prize—Wright Hardware, Hamilton.

2nd prize—A. M. Oldham, Weston.

3rd prize—Mills Hardware, Hamilton.

Others in order were, F. W. Barton, Pt. Arthur and J. C. Wanless, Chatham.

Secretary MacPherson reports that several exhibitors reported a number of sales to him which had not appeared on any buying cards and he was convinced that buyers had not fully understood the card plan.

In connection with plans for the next convention, invitations were read by the secretary from London, which mentioned the opening of the Lloyd George Hotel in January next; also one from the Windsor Chamber of Commerce mentioning the opening of a new $1,700,000 hotel in June of next year; and an invitation was extended by the Royal Connaught Hotel, Hamilton, for a return of the convention.

In view of the fact that early legislation will be enacted by Parliament in connection with taxation, a resolution was passed by the committee instructing the secretary to make representations to Parliament objecting to any extension of the sales tax to retailers' dealings with customers. This latter point was decided upon as result of information as set forth in the March 25 issue of Hardware and Metal outlining the possibility of Parliament adopting some method of applying the sales tax to retailers.

Resolution re Sales Tax

Past President Nelson Mills, stated that manufacturers were apparently satisfied with the present Sales Tax, but that the wholesalers were dissatisfied with it. He thought as far as the retail trade was concerned it might as well be continued providing it met the needs of revenue.

F. B. Smith, Belleville, spoke of attending with Secretary Macpherson the organization meeting of the Hardware Club of Kingston. He pointed out that this organization had been arranged satisfactorily, only one new hardwareman in the city being not represented at the meeting, and it was his opinion that this club would do much to encourage harmonious relation between the hardware merchants in that city. The Kingston Hardware Club will meet once a month, and Secretary Macpherson agreed to arrange for a speaker to attend the first regular meeting at which a banquet will be held. Mr. Macpherson spoke highly of the type of merchants in the hardware trade in Kingston and was sure the organization would be a distinct help to them. He extended the assistance of the Ontario Association in any way possible and stated that he was securing a speaker on paints for the first meeting of the Kingston Club. The officers of the new organization were as follows: A. Lemmon, president; J. B. Bunt, secretary-treasurer.

Events in the Trade

BUSINESS CHANGES

Blyth, Ont.—L. J. Williams has been succeeded by Munroe Bros., hardware merchants.

Kitchener, Ont.—Oscar Grosy has taken over the plumbing, heating, and tinsmithing department of W. G. Weichel & Son, hardware merchants.

CANADIAN INCORPORATIONS

Canada Illinois Tools Ltd., head office Toronto, capital $40,000, to manufacture and deal in tools, steel and iron products.

OBITUARY

Peterboro, Ont.—After an illness of only five days from pneumonia the death occurred of Norman H. Barclay, president and managing director of Canadian Tent and Awning Company of this city.

Galt, Ont.—Wm. J. McMurtry, one of Galt's veteran retailers, is dead, after an illness extending over seven years. He came to Galt 37 years ago and had lived here ever since, conducting a hardware business on Main street all that time. He at one time operated five stores, two in Galt, two in St. Thomas and one in London.

PERSONAL

Egmont L. Frankel, general manager, Frankel Brothers, metal and waste dealers, Toronto, has been elected president of the Non-Ferrous Metal Division of the Waste Trade Dealers' Association of America.

BUYS REFRIGERATOR BUSINESS

The patents and good-will of the "Jack Frost" Electric Refrigerating business formerly carried on by the Toronto Laundry Machine Company, of which the late John O'Neil was president, have been purchased by the "Jack Frost" Ice Machine Company, Limited, Toronto, with an authorized capital of $1,000,000.

ORIGINATOR OF VIBRATING ELECTRIC BELL DIES IN BEAMSVILLE

Beamsville, Ont.—The death of Isaac T. Richardson, aged 75, occurred here as the result of a stroke. Mr. Richardson made a model of the first electric car in America. He also invented the Anderson vibrating electric bell and was connected with the Stearns Electric Protection Company in Toronto.

OPENS MONTREAL OFFICE

The Steel Trough and Machine Co., Ltd., Tweed, Ont., is opening an office in Montreal to take care of Quebec business under the management of R. L. Welch, at room 216, St. Nicholas Building, Montreal, Que.

MAY HOLD "DOLLAR" SALES CAMPAIGN

An effort to enlist the co-operation of the Toronto Paint, Oil & Varnish Club in launching a Dollar sales campaign throughout their district, will be made by the Danforth Business Men's Association. The retail merchants report good results accruing from past co-operative efforts of a special nature, which have been supported by individual displays, special window decorations and a number of other features.

AUSTRALIA EXTENDS DEFERRED DUTIES ON HARDWARE

Ottawa.—According to a cablegram received by the Commercial Intelligence Branch from D. H. Ross, Canadian Government Trade Commissioner in Australia, certain Australian deferred duties which were to become effective on March 31, 1922, have been extended to June 30 or to September 30. The principal articles affected are certain iron and steel products, including hoop, plates and sheets, and tubes or pipes; sewing machine heads, chain, cutlery, citric acid, chamois leather and metal cordage. The deferred duties are higher duties.

DOMINION ALLOY STEEL CO. INCORPORATED

The Dominion Alloy Steel Corporation has been incorporated under a Dominion charter, with an authorized capital of $15,000,000 to establish a plant at Sarnia, Ont., and undertake the production of alloy steel in Canada. Officials of the company include the following:—George A. Simpson, formerly of the Steel Co. of Canada, Hamilton, who will be one of the vice-presidents and will act as general manager; Harry R. Jones. Canton, president of the United Alloy Steel Corporation; C. Harold Wills, Marysville, Mich., formerly chief engineer of the Ford Motor Co., and now associated with the firm making the Wills-St. Clair Automobile; J. J. Mahon, Newark, Sir Wm. Mackenzie, Toronto; Bert H. McCreath, Toronto; Col. Wm. McBain, Toronto; W. W. Jones, Toronto and W. B. Boyd, Toronto and Lt. Col. K. R. Marshall, president Standard Fuel Co., Ltd.

PLANS REMOVAL

The Universal Wrench Co. of Windsor, Ont., plans to move its plant to Amherstburg, Ont.

WANT NEW FREIGHT CLASSIFICATION

Manufacturers of aluminum ware were in Montreal this week and appeared before the Board of Railway Commissioners with a view to securing new freight classification on goods of their manufacture.

GOOD BUSINESS IN QUEBEC

W. H. Wiggs, president, the Mechanics Supply Co. Ltd., Quebec City, was a recent visitor at the Tononto office of Hardware and Metal. Mr. Wiggs stated that there is a great deal of building going on in the country districts and that business has been very good indeed with his company. He spoke optimistically of the outlook for the future especially in the country districts of Quebec.

MERCHANTS PLAN "SPRING OPENING"

The Danforth District Merchants' Association, one of the numerous local retail business organizations in Toronto, announce that they are launching another group campaign commencing April 1. This will be termed, the "Spring Opening," and district merchants are co-ordinating generally with regard to special efforts in this direction, backed up with individual displays of seasonal merchandise.

PILKINGTON GLASS AS A GIFT FOR PRINCESS' NEW HOME

The plate glass for Princess Mary's new home is to be supplied, as a wedding gift, by Pilkington Bros., the chief glass making industry of Great Britain, whose headquarters for Canada are located in St. Catharines, Ont.

HAMILTON PLACES HARDWARE AND METAL CONTRACTS

Tenders for annual supplies, were approved by the board of control, with the exception of rubber hose and street and cylinder oil, both of which are to be purchased in the open market.

Grey iron castings will be purchased from the Hamilton Foundry company

at $2.93 per 100 lbs. Cast iron pipe, at $62 per ton, and special castings, at 5 cents per lb., will be supplied by Gartshore-Thomson Pipe and Foundry company. A Kitchener firm, the Forwell Foundry company, was awarded the tender for extension boxes, the price being $2.35 each for the large size and $2 each for the small size, f. o. b. Hamilton.

The Tallman Brass company will supply lead pipe at 9½ cents per lb., bronze and manganese hydrant castings at 23 cents per lb., and ordinary brass for the same purpose at 30 cents per lb. Tenders were also awarded this company for a contract on brass work amounting to $12,589.

Gasoline for all purposes will be purchased from the British-American Oil company at a price one cent below the prevailing market quotations.

Sewer pipe and junctions will be purchased from the Hamilton and Toronto Sewer Pipe Co. The contract for gate valves was awarded the Kerr Engine Co. and Drummond McCall Co.

FAVORS CANADIAN EXHIBITION TRAIN

The organization of a Canadian exhibition train to travel in France is strongly recommended by the Montreal Chambre de Commerce. Following the successful completion of the tour of the French train in Canada last year, and with the assurance now given by French authorities that every assistance will be given to such a project, a resolution was adopted at a meeting recommending the scheme. Other Chambers of Commerce and Boards of Trade were cordially invited to join in the support of such a project.

WESTERN ONTARIO NOTES

John A. Brownlee, of London, Ont., who has been seriously ill for some months, is at present in Florida.

H. A. Sanderson, of Waterford, Ont., has purchased an interest in the Waterford Cut Glass factory.

Bailey and Connor of Madoc, Ont., who recently purchased the tinsmithing business of J. E. Chambers, at Waterford, Ont., took over the premises this week.

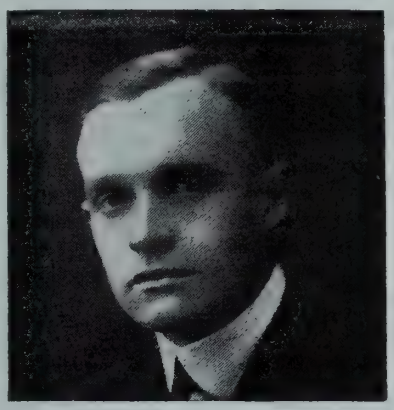
J. E. and Roy Munro of Auburn, Ont., who recently purchased the hardware business of L. J. Williams, at Blyth, have now taken over these premises.

Despite the fact that he was unable to attend the meeting owing to illness, Rotarian John A. Brownlee, of London, Ont., sent in a cheque for $500, at a big gathering of Rotarians at which a drive was made for $25,000 for the Sick Children's Memorial Hospital. W. R. Yendall of the Canadian Richards Wilcox Co., is president of the Rotary Club, which reached its objective. Col. W. M. Gartshore of the McClary Mfg. Co., gave $5,000.

ADCOCK & CO. ANNOUNCE NEW APPOINTMENTS

Adcock & Co., Montreal, have been appointed by North Bros. Mfg. Co., Philadelphia, to look after their interests in Canada on "Yankee" tools and freezers. Formerly this line was handled direct from the factory.

Another important announcement Mr. Adcock makes is the arrangement now completed with Jonathan Crookes & Son, Sheffield, to take care of entire sales in Canada on their general line of cutlery. The above appointments necessitate larger quarters, and after May 1st., this firm will be located in the Coristine Bldg., where double the present floor space has been acquired. The new location is also more desirable, as it offers more convenience to visiting buyers and local trade.



C. E. ADCOCK
Of Adcock and Co., Montreal, who have recently been appointed representatives of a number of new hardware lines and are taking over larger premises in that city.

WESTERN CANADA NOTES

Frank Parsons, formerly of Wood Vallance & Leggat, Ltd., and latterly with the Gregory Tire and Rubber Co. has retired from the rubber company and is entering the insurance business.

W. T. McArthur & Co., Granville St., hardware retailers, have opened a branch store at 1008 Robson street for the better convenience of residents of the west end of the city.

DEATH OF SIR JOHN C. EATON

As we go to press word is received of the death of Sir John Craig Eaton, President of T. Eaton Co. Ltd., of Toronto and Winnipeg, the largest departmental store in Canada and one of the largest in the world. After making satisfactory progress toward recovery he took a sudden relapse and succumbed to influenza.

R. P. McLennan of McLennan & McFeely was the principal speaker at the semi-monthly dinner of the Native Sons of British Columbia, in Vancouver. He dealt chiefly with the railway freight rates problem and outlined the efforts of the Board of Trade to wipe out discrimination. He intimated that there was little likelihood of fair treatment being accorded this province as there was little sympathy between East and West.

At the weekly meeting of the Electric Club this week, Mayor Tisdall of the sporting goods house of Tisdall's Ltd., gave an address on the relations of the city council to hydro-electric development. He said that he had been empowered by the council to seek the advice of a competent engineer on the advisability of the city staking water rights with a view to later developing electrical power. The success of public ownership, he said, depended upon the system under which it was worked.

INCORPORATIONS

W. E. Emerson and Sons Ltd., has been incorporated at St. John, N.B., with W. E. Emerson, Chas. A. Emerson and W. E. Emerson, jr., as directors, to take over and acquire the hardware, plumbing and tinsmithing business in St. John, now carried on by W. E. Emerson.

ICE HOLDS UP BUSINESS FOR KINGSTON MERCHANTS

Kingston, Ont.—Hardware merchants report business to be quite brisk this week, but it is a well-known fact that they are losing a great deal of business owing to the fact that the ice is still in the harbor. For two weeks the ice has not been considered safe for traffic and as a consequence the large volume of business usually counted on from the islands has been cut off. The sooner the ice is cleared the better for the merchants.

ADDRESSES DEALERS SELLING AUTO ACCESSORIES

Kingston, Ont.—W. F. Prendergast, editor of the Motor Trade Magazine, was here this week and addressed a meeting of dealers selling automobile accessories. He also showed an excellent film entitled "Ask Them to Buy." The film shows in detail how a little work on the part of the dealers in automobile accessories can influence the motorists to place this equipment on their automobiles. He told about a number of firms in the province which are paying all their overhead expenses on the profits which they make out of the sale of accessories.

ACTIVE PRODUCTION OF STEEL STOPS AT SYDNEY MILLS

Sydney, N. S.—The working staff at the Sydney Steel Mills was further reduced to 1,250 men, when No. 1 blast furnace was banked and 175 men laid off. This means that the active production of steel has stopped as this furnace has been the only one kept in operation since the completion of Government rail orders a few weeks ago. Rod, nail and wire departments are all working. Further decrease in the staff of the general offices, together with a wage reduction for the clerical staff is being considered for the near future.

Many Stock Foods Much Adulterated

OTTAWA.—The seed commissioner of the Dominion department of agriculture, George H. Clark, states that the adulteration of commercial stock foods is still prevalent, making it desirable that care and discrimination be exercised in purchasing them. While the bulk of the feeds on the market are as represented, there are still far too many, he says, that are fraudulent, or misleadingly named, or contain materials unsuitable for feeding purposes. The following four typical examples are given:

A feed recently offered for sale as barley meal at $4 a bag was found to contain no barley but to consist of ground corn, sorghum, bean meal and ground oat hulls. "Feed flour" at $4.50 per bag was found to consist of ground rice hulls, pulverized oat hulls, with some sorghum and corn. "Feed," the kind not specified, was found to consist of ground oat hulls, with a vital weed seed content of 1870 per ounce. "Ground Oil Cake" was found to consist of ground cocoa shells, a little linseed meal and barley flour.

Miscroscopical examination is necessary to determine composition of a stock feed, as the naked eye cannot distinguish the materials present, particularly when they are finely ground. The Feeding Stuffs Act, administered by the branch, is intended to stamp out fraudulent practices in this connection and to protect buyers. Samples of feed that show evidence of adulteration should be forwarded to the seed commissioner, Ottawa, together with all possible accurate information. The results, if need be, together with the information supplied, will be promptly issued for the special consideration and action of the inspector for the district where the article was made, manufactured or imported.

The capacity of the Ottawa feeding stuffs laboratory for the micro-analysis of feeding stuffs is about ten samples per day. The fee is one dollar for each sample examined, and entitles the sender to the analysis for his own information or for court action.

HARDWARE MERCHANT HAS COAL OIL CLUB

(Continued from page 37)

perhaps wonder why or how these cans could be supplied free, it must be explained to such people that they are simply loaned to club members as long as they continue to purchase coal oil from that store. In our own particular case the manufacturing cost of the cans was about seventy cents, which can be seen would be soon paid for with the purchase of a few lots of coal oil.

Mentioned in Advertising

"In order to keep our coal oil club continually before the people mention is made of it in all our advertising. A display board at a cost of about five dollars was made and attractively painted, which each day is placed on the sidewalk outside our store. This board may be used to keep all advertising before the people, being made and painted in such a way that cardboard signs may be tacked to it. These may be changed as often as desired. The sign consists of two display boards 24 by 36 inches, tapering from the bottom and joined at the top. On the top of the board is a wooden hand attractively painted with a finger pointing to our windows and worded "See Our Windows," under this on both boards is the wording, "McIntyre leads them all for value," and under this is a blank space to which cardboard signs may be nailed at any time any special is featured. The cards on the board at present read "Join our Coal Oil Club, Free Coal Oil Cans." Any merchant wishing to invest in some five gallon coal oil cans and forming a coal oil club, will have a valuable acquisition to his business."

TAX "TRAVELLERS" ON INCREASED INCOME

(Continued from page 35)

Travelers are divided into three classes for purposes of this ruling, as follows: (a) Those who travel with grips only; (b) Those who travel with trunks containing samples weighing up to 1,000 lbs.; (c) Those travelling with trunks containing samples weighing over 1,000 lbs.

The averages set by the department are, of course, not being proclaimed publicly but Hardware and Metal understands that the range from an allowance to those in (a) category of $45 expenses for a five day week away to $60 for this class for a seven day week, and varying in the other classes due to expense of moving trunks, etc.

In explaining the ruling, R. Breadner, commissioner of taxation, Ottawa, states "from such moneys received (by travelers) there is allowed deduction of all expenses except one dollar a day for each day's traveling. This amount represents personal and living expenses, which, although usually included in a traveler's expenses, are not directly attributed to his business. In making returns travelers should classify themselves according to the three classes shown and indicate the number of weeks they were out on business during the year and state how many of the weeks they were away seven days and how many five days.

In discussing this matter with Hardware and Metal a number of retail hardware merchants indicated that such "frills" were undesirable in taxation, particularly in view of the high costs of collecting present taxes and also in view of the fact that various tax collectors throughout the country are inclined to make their own rulings on such points, the object of which is obscure and which are so broad as to encourage abuse. It was the opinion that the revenue raised by many such tax regulations is small compared with the cost of checking and collection.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of March 29 1902.

* * *

"John M. Taylor, general manager of the Dominion Radiator Co. and his brother, assistant manager have resigned their positions after April 1. They go into the foundry business with the A. R. Woodyatt Co. manufacturers of lawn mowers etc., Guelph, Ont., of which firm J. M. Taylor becomes president. Joseph Wright, president of the Dominion Radiator Co., will fill the office of general manager."

* * *

"A euchre match took place at the clubroom recently opened by the employees of the Thos. Davidson Mfg. Co., between teams representing that company and the Canada Paint Co. for a handsome cup. The lead men upset the tin men by a good score and carried home the cup. Captain of the Thos. Davidson team was H. J. Chalmer, and P. Lamarche captained the Canada Paint Co. team.

* * *

"Charles Doughty of Maxwell, Doughty and Johnston, plumbers, etc. Bay St., Toronto, has retired from that firm to take a position as foreman with W. J. McGuire & Co. F. Maxwell and H. Johnston will continue the business under the style of Maxwell & Johnston."

* * *

"An interesting hockey match took place in the Victoria Rink, Montreal, between the Canada Paint Co. and the Sherwood-Williams Co. teams. The game which was well contested resulted in a second victory for S.W.P. by three goals to one."

* * *

"After a long illness Mrs. Birkett wife of Thos. Birkett, M. P., of Thos. Birkett & Son Co., Ltd., Ottawa, died on Thursday March 13. Hardware and Metal extends its sympathy to the mourners."

The Winnipeg Metal Co., advise that the S. H. Whyte Manufacturing Co., has the sole selling rights for the entire Dominion for their line of garbage cans.

* * * *

Chas. Lowe of the J. H. Williams Co., St. Catharines, Ontario, was a visitor to Winnipeg.

* * * *

Some Winnipeg wholesalers report they have found it necessary to keep open on Saturday afternoons to fill orders received and they state that business conditions are improving.

* * * *

Wm. Schollhorn of the Wm. Schollhorn Company, Bridgeport, Conn., plier manufacturers, was in Winnipeg on his way back from the Pacific Coast. He is returning by way of Duluth.

Heard At The Capital

Following are excerpts from Hansard, the official report of debates in the House of Commons, Ottawa.

AMOUNT OF INCOME TAX AND EXPENSES OF COLLECTION

MR. MARTELL:

1. What amount was collected by the Government of Canada or any department thereof during the fiscal year 1920-21 as income taxes?

2. (a) What was the total amount paid by the Government or any department thereof as salaries of officials and employes; and (b) for all other expenses in connection with or in any wise appertaining to the collection of the said income taxes for the said fiscal period?

3. How many persons were employed throughout Canada in connection with the assessment and collection of said income taxes?

HON. MR. FIELDING:

1. Business Profits War Tax Act	$ 40,841,401.25
Income War Tax Act	46,381,806.64
Total revenue collected	$87,223,207.89
2. (a) Salaries, including salaries paid at Head Office, Department of Finance, Ottawa	1,272,183.58
(b) Expenses, including Head Office expenses	437,400.62
Total expenses	$1,709,584.20

3. 1580. The Business Profits War Tax Act and Income War Tax Act are administered by the same staff, therefore the cost of administration cannot be allocated.

DAYLIGHT SAVING

MR. CHURCH:

1. Is it the intention of the Government to introduce legislation for uniform daylight saving for the whole of Canada?

2. If not, will the Government through its post offices, customs houses and other federal agencies, adopt hours of daylight saving in municipalities which adopt daylight saving hours?

HON. MR. FIELDING:

It is not the intention of the Government to introduce legislation requiring uniform action in the matter of daylight saving, but the Government in regard to its official service will adapt itself to the determination of each local community.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

DOG HARNESS

Messrs. Spadoni Bros., Box 89, White River, Ont.—Please let us know where we can obtain Dog Harness.

Answer.—B. F. Ackerman, Son & Co., Peterborough, Ont.; James Jolley & Sons, Hamilton, Ont.

IDEAL OAK HEATER.

Messrs. W. Kreutzweiser & Son., Hardware Merchants, Hepworth, Ont.—Kindly advise who makes the "Ideal Oak Heater."

Answer—The Canadian Stoves, Ltd., Grimsby, Ont.

BUTTER PRINTERS

Messrs. Spadoni Bros., Box 89, White River, Ont.—Can you give us the names and addresses of firms making Butter Printers?

Answer—F. X. Bertrand, Ltd., St. Hyacinthe, Que; The Joshua Frown Co., Pembroke, Ont.; The De Laval Co., Peterboro, Ont; J. A. Gosselin & Co., Drummondville, Que.; T. McOuat & Son, Lachute Mills, Que.; C. Richardson & Co., St. Marys, Ont.; Wettlaufer Bros., Toronto.

BEAVER AUGER BITS

J. L. Demers, Thetford Mines, Que.—Kindly give us the name of the maker of Beaver Auger Bits.

Answer—The G. Gilmore Co., Montreal.

FOLDING CANVAS BOATS

C. P. Moore Limited, Sydney, N.S.—Please let us know the name of any firm manufacturing Folding Canvas Boats.

Answer—G. H. Masten, Inc., 222 E. 46th Street, New York City; The King Folding Canvas Boat Co., Kalamazoo, Mich., C. M. Lane Life Boat Company, No. 246 Huron Street, Brooklyn, N.Y.

CHECKING FLOOR HINGE

Fred J. McLeod, Esq., Ailsa Craig, Ont.—Can you inform me who manufactures a Checking Floor Hinge?

Answer.—Chicago Spring Butt Company, Chicago, Ill.

ICE PLOWS
BEDDING MANUFACTURERS

The Oyen Hardware Company, Limited, Oyen, Alta.—Kindly send us a list of Bedding Manufacturers in Canada.

Answer.—

The Alaska Western Bedding Company, Ltd., Calgary Alta.

Alaska Bedding of Montreal, Limited, Montreal, Quebec.

Alaska Bedding Company of Winnipeg, Winnipeg Man.

Alaska B.C. Bedding Company, Vancouver, B.C.

Canadian Feather and Mattress Co. Ltd., Toronto, Ont.

The Dominion Bedding Company, Belleville, Ontario.

Globe Bedding Company, Winnipeg, Man.

Ideal Bedding Company, Toronto, Ont.

J. W. Kolgour and Brother Ltd., Beauharnois, Que.

Kitchener Bedding Company Ltd., Kitchener, Ont.

Ontario Spring Bed and Mattress Co., London, Ontario.

Parkhill Limited, Winnipeg, Man.

Schreiter Bedding Company, Kitchener,, Ontario.

Simmons Beds Limited, Montreal, Que.

Standard Bedding Co., Toronto, Ont.

Thompson Mattress Company, Montreal. Quebec.

G. E. Townsend, Montreal, Que.

Victoria Mattress Company, Victoria, B.C.

Whitworth and Restall, Toronto, Ontario.

The Yale Bedding Co., Montreal, Que.

"NEW EMPRESS" RANGE

J. W. Montgomery, Hartland, N.B.—Could you please tell us who makes the "New Empress" Range?

Answer.—The D. Moore & Company, Ltd., Hamilton, Ontario.

GOING THE MILLINERY STORES ONE BETTER

The millinery stores are not the only ones which are going to have an "opening" this spring. Taking a leaf from the notebook of these stores, the hardware and other merchants of Danforth Avenue, Toronto, are planning on having a big demonstration to let everyone in the district know that they are ready for spring trade, and are ready to meet their requirements so as to save them shopping elsewhere than near at home.

The detailed story of this plan and how it has worked out, particularly in-so-far as it affects the hardware trade, will be dealt with fully in next week's issue of Hardware and Metal. This article may give you some helpful ideas which you can apply in your district either now or at some time in the future.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

FISHING TACKLE

Among the catalogs recently to hand, is a comprehensive book covering a full line of fishing tackle, as well as a great variety and many distinguished new features in angler's requisites, rods, reels, and the miscellaneous assembly of similar goods. This is catalog No. 28, issued by the Allcock, Laight & Westwood Company, of Toronto, Ont. In this booklet, the manufacturers and distributors of fishing goods have also given a number of useful suggestions, while a full descriptions and adequate illustrations are given of the various lines catalogued. It undoubtedly covers a complete and up-to-date assortment of fishermen's requirements, in almost any field and under practically any conditions.

AUTOMOBILE ACCESSORIES

An enlarged catalog covering automobile accessories, garage equipment and supplies, as well as bicycles, and bicycle accessories, has recently been distributed by Hyslop Brothers, Limited, of Toronto, Ont. Practically every item in the book of 272 pages, is illustrated and a full description of same is given. The catalog not only covers a complete assortment of all supplies and accessories needed in connection with both bicycles and automobiles, but also contains a description of many new items recently introduced in the accessory field. A comprehensive list of the dealers' net price lists is also included with Hyslop's 1922 catalog.

LUMBERING TOOLS

Catalog No. 8 has recently been distributed by the Thomas Pink, Limited, of Pembroke, Ont.; covering their various lines of lumbering tools, driving tools, chains, hammers and handles. Their book is clearly illustrated throughout, depicting such products as peavies, of various types, cast hooks in different weights and styles; pike poles, hand spikes, pickaroons, timber carriers and studs, car door lumber rollers, timber gully and trucks, car movers, skidding grips, twitching grips, logging dogs or log grabs. The latter portion of the book also illustrates loading blocks, snatch blocks, and a variety of other miscellaneous products used in connection with this industry. Lumbering tool handles, and heavy logging neckyokes, whiffletrees and cant hooks are also listed in this booklet.

GONG BELL PLATOYS

Catalog No. 203, featuring bell toys, bells and other specialty platoys, has recently been issued by the Gong Bell Mfg. Co., of East Hampton, Conn. In addition to their regular "Plaline" products, descriptions and illustrations of some new designs in platoys are included in this booklet. A copy of Catalog 203, will be forwarded upon request to the abovementioned firm.

"SIMMS" LATHER BRUSHES

Another beautifully illustrated catalog in select colors has recently been issued by the T. S. Simms & Co., of St. John, N.B. covering lather brushes. The engraving is one of the features of the book, and the illustrations covering the various sizes and types of lather brushes, are presented in actual size. Cement set brushes and other styles set in rubber, occupy a prominent portion of the catalog. The last page contains illustrations of counter display boxes. The early portion of the book contains a full page color plate of the Simms manufacturing plant.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

TRIPLICATE TORCHLIGHT

An electric torch light which is equipped with three bulbs has been recently introduced on the markets by the Franco Electric Corp., of Brooklyn, N. Y. In addition to the three lamps, other features of this device include a special reflector for throwing a single concentrated beam of light, a lens ring with nickel finish, and a contact box which enables a continuous light from the three bulbs or an intermittent flash, as desired. Spring lamp sockets hold the reflector in position. Colored lamps may also be inserted.

ARMSTRONG HOLDER

The Armstrong Mfg. Co., Bridgeport, Conn., has recently placed on the market two sizes of holders which have been designed for use in making both right and left hand pipe nipples. The one holder known as No. 20 is suitable for nipples from ¼ to 1 inch in size, while the other holder known as their No. 30 is for nipples ranging in size from 1 to 2 inches.

ELECTRIC SOLDERING IRON

Landers, Frary & Clark, New Britain, Connecticut, are placing on the market a new electric soldering iron and glue pot. For the former it is claimed that owing to the heating unit being securely clamped to the copper, the iron is most efficient and longer life is assured to the element. This, together with the special non-corrosive material used, makes it very easy to replace the copper tip when worn. A hatchet tip for attaching to the side of the shank can be furnished, thus insuring practically the original contact when a new tip is required. It is supplied in a heavy nickel finish, and furnished with a six-foot heater cord and lamp socket attachment plug.

The bale is so constructed that the handle cannot fall on the side where the brush drippings are removed. It is claimed that the efficiency of the operator is greatly increased, and burnt or spoiled glue is practically unknown when made electrically.

The water-jacketed type is for using glue at intervals, the contents being always kept at the same even temperature and consistency. The outer vessel is of heavy cast iron, black japanned finish, while the inner vessel is of seamless aluminum with permanently attached wiping bar. Equipped with "Universal" Safety Plug Fuse. Both pots furnished with six-foot heater-cord and lamp socket plug.

ELECTRIC GLUE POTS

Electrically-heated glue pots, in two types, jacketless and water jacketed, are being placed on the market by Landers, Frary & Clark, of New Britain, Connecticut, U. S. A. The former type is for continuous use, and is made from one-piece cast aluminum with permanently attached wiping bar.

Electric Glue Pot

IMPROVED 30 x 3½ FABRIC TIRE

What is described by the makers as a banner tire for 1922, is the new improved 3 x 3½ fabric tire being introduced by the Dunlop Tire and Rubber Systems, Toronto. The feature of this new product pointed out by the manufacturers is the extra thick tread, and also the heavier side walls than are usually seen in tires of this size. The tread is nearly flat, which is a point in assisting the equal distribution of the load on all parts of the tire. It is further described as a superior product in this class of tire, being especially applicable to smaller automobiles.

Dunlop Fabric Tire

PLAPHONE AND PLACART

The Gong Bell Mfg. Co., of East Hampton, Conn., are featuring two recent additions to their "Plaline" products. These are the Plaphone and the Placart. The 1922 model of the Plaphone is described by the manufacturers as the bell toy original, being finished in enamelled colors, as well as rubberoid. The Placart is 26 inches in length, with a 3-inch drop tail board, and steel wheels fitted with solid turned steel hubs and re-inforced axle.

BURROWS METAL SCREENS

Another line of all-metal extension fly screens has been placed on the market by the Burrows Manufacturing Co., 611 King St., W., Toronto. In presenting these metal green-enameled extension screens, the makers claim that the screen cloth is locked in frames under heavy pressure, then electrically welded together. Nails, tacks, solder or rivets, are not used in the Burrows screens, which have been given the trade name of Double Life. One of the primary objects in production is to resist all weather conditions. To this end these metal screens are dipped in enamel, baked hard, then given a final coat of green.

HAMMER POLL AXE

Campbell & Fowler, Limited, St. John, N. B., manufacturers of axes and edge tools, announce the introduction of the Campbell XXX patent hammer poll axe.

This axe is placed on the market for general work where an axe and hammer or both are required. It is principally designed, however, for use in the woods where woodsmen require an axe for trimming and also a hammer or maul for driving the saw wedge to release the saw. It is claimed that in using this axe the man has only one tool to carry, whereas in the past he had to look after an axe and also a hammer or maul.

The makers' description is as follows: —this axe is made with a piece of 1¾ inch cast steel fitted and welded and tempered. It will not flatten out, and has great durability and cutting qualities. It has a thin keen edge, which will retain balances well on the handle and will chop easier than a light poll axe.

LADD BEATER NO. 00

United Royalties Corp., of Broadway, New York city, which firm is represented in Canada by the G. S. Whitaker & Co., of Colborne St., Toronto, Ont., are placing on the market the Ladd egg-beater No. 00.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

TIN plates, motor oils, wrought nipples, and the Joseph Rodgers line of pocket and pen knives, supply the outstanding price changes on the current hardware markets. Other reductions appear in quotations on such products as single loop bale ties, clinch or bifurcated and also tubular rivets, brick trowels, hose nozzles and couplings, bamboo fish poles and egg crates.

The revision in tin plates covers charcoal, coke tin and terne plates, registering a varynig reduction on the different cases. Lower quotations on nipples result in new discounts on all sizes and lengths, with couplings and wrought piping prices remaining unchanged. The recession in motor oils affects such lines as Polarine, all grades now being on a lower price level. Quotations are announced for next season on one line of ash sifters, showing no variation from prevailing prices.

It is noticeable that there has developed a firmer trend in the sheet markets, together with a slightly improved buying activity in bar iron and steel products. Recent reports covering the steel industry indicate that steel prices are stiffening, but while there have been no actual advances recorded, signs that this condition is liable to merge into future increases may easily develop. Trade in range boilers remains of a moderate nature, but there is recently a more active movement in eavestrough. Cautious buying continues the rule in corrugated, with a slight increase reported in inquiry for certain brass and copper products. Activity in electric ranges is noticeable, with oil stoves for the summer season also registering a satisfactory movement. The easy undertone is still evident in scrap materials, while irregularity remains the principal element in ingot metal centres. Spring lines are experiencing a moderate degree of activity, but the lack of seasonable weather has restricted the movement to some extent. Improvement is generally looked for during the coming month.

Montreal Markets

MONTREAL, March 30.—Another revision in the local sheet markets attracts attention in the hardware markets this week. Tin plate in full boxes is reduced 50 cents, while boxes of 56 sheets show a reduction of 25 cents. Terne plate has a price recession of $1.00 per box. Through a revision in discounts, all sizes of nipples have new lower prices. The discount on close and short is increased ten points, and long nipples five points. Compression cocks are now lower in price, also nickel plated pipe and traps. Other lines of compression goods are unchanged, although a further revision in certain lines would not be surprising in the near future. Tubular and split rivets are reduced, and each are now quoted at $1.30 per carton.

Iron and steel products in general continue to improve, the market for bars, and sheets now assuming a firmer tone. Ingot metals are more or less featureless, although lead is now reported in better demand, with the tone of the market improved. Scrap metals are still dull, with quotations nominally unchanged. Business in hardware circles is continuing along satisfactory lines. Spring trade now well at hand, and seasonable lines moving in an encouraging way.

SPRING ATMOSPHERE IN ROPE CIRCLES

Montreal

Rope markets are now displaying usual spring activity, the improvement being more pronounced in recent weeks. Apart from a better buying movement among the dealer trade, increased business is reported from sections where fishing is carried on, and in navigation centres. This branch was unusually quiet practically the whole of last year, and a revival at the present time is very encouraging to manufacturers. Quotations on the different brands and qualities are unchanged, with the undertone of the market generally fairly firm. Sisal and hemp have maintained their strength since the revision in prices a few months ago, and manila is still in a strong position. It will be remembered that the last change in quotations covered only sisal and lathyarns, pure manila remaining at former levels, although firm in tone at that time.

WROUGHT NIPPLES HAVE REVISED DISCOUNTS

Montreal

Lower prices are now quoted on all sizes and lengths of nipples, owing to a revision in discounts. Close and short nipples, all sizes, show a change of ten points in their discounts, while long nipples, in all diameters, are revised to the extent of five points. It will be remembered that nipples were not reduced at time of issuing last wrought pipe list, and present revision is made without a change in pipe. Couplings also, which are usually included on pipe list, remain unchanged. The sale of fittings is still described as fair, mostly confined to small sorting orders. Following are present quotations:

PIPE FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

House Cleaning Calls

for Quantity Sales of

O-Cedar Polish

Always saleable articles, always in steady demand, O-Cedar Products attain the zenith of their sales in April and May.

So important is O-Cedar Polish as an aid to Spring house-cleaning, that the up-to-date housewife would be as likely to attempt her annual clean-up without soap as she would be to start house-cleaning without a supply of O-Cedar.

This is the season your customers should be asked to buy O-Cedar Polish by the tin. Most women use enough of it at house-cleaning time to justify purchasing it in the larger package. A bottle is not enough to last the average home through the house-cleaning period, and you can point out how much more economical it is to

"Purchase by the Tin"

Get the benefit of this big demand that comes in the Spring—display O'Cedar, together with O-Cedar signs and cards. Remind the women you have O-Cedar products—and this line—so splendidly advertised at this season and so fully appreciated by your customers—will practically sell itself.

Retail Prices: O-Cedar Polish in Bottles, **30c** and **60c.** In Tins, **$1.50, $2.50, $3.50.**

O-Cedar Polish Mop, large size, triangular shape, **$2.00.**—O-Cedar Dusting Mop, large size, triangular shape, **$2.00.**

O-Cedar Polish Mop, small size, triangular shape, **$1.25.**

CHANNELL LIMITED - TORONTO

DISCOUNTS ON COMPRESSION COCKS ARE REVISED

Montreal

Through increasing the discount on compression bath cocks three points, a reduction of approximately 5 per cent. is recorded. Other lines showing a slight revision are nickel-plated supply pipe and traps. The remaining lines are unchanged for the present, but a further reduction on certain supplies would not be surprising in the near future. The nature of this revision and the specified lines it would affect could not be ascertained at present, but a move is said to be on foot to make other changes. There is now a fair amount of business reported, which will in all probability be increased in the near future with the approach of a more active building program. Following are present discounts:

COMPRESSSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	38%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	43%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N.P. "P" and "S" traps	40%

BUYING MOVEMENT IN IRON AND STEEL IMPROVES

Montreal.

Current demand for iron and steel continues to improve, and while the progress may be slower than was hoped for earlier in the year, the trend is described as being healthy. The absence of any great movement in larger building construction is felt, but even here, it is stated as not too late for an improvement at a little later date. Mill operations are still increasing, and there is every indication of a general betterment at primary sources. Quotations locally are unchanged, but generally considered firm. In Southern centres some of the larger independents have announced an increase of from $2.00 to $3.00 per ton on plates, bars, structurals, and while this move has not been followed by home industries up to the present, an advance in the near future would not be surprising. Unchanged quotations are the following:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

TIN AND TERNE PLATE PRICES ARE REDUCED

Montreal.

Local sheet markets are again featured with price recessions, tin plate and terne plate now being reduced. Tin plate in full boxes shows a reduction of 50 cents per box, 56 sheet boxes 25 cents. Terne plate is $1.00 per box lower, and is now quoted at $15.00.

Although the local market in recent weeks has recorded easier levels on practically all lines of sheets, there is a much healthier condition at sources of supply, and mills are firmly convinced that the next revision will be in the nature of an advance. The recent changes locally are the result, for the most part, of distributors attempting to reach the lowest possible levels for the more active trade in spring months. It is now generally recognized that such has been reached, and this branch of the trade are also convinced that higher prices are altogether probable in the not far distant future. Business is more active from week to week, particularly in galvanized sheets, and this is really what is required for a more stable situation. Following are revised quotations:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

EASIER PRICES ON SPLIT AND TUBULAR RIVETS

Montreal

A reduction has been made in both the tubular and bifurcated rivets. No. 9 split is now quoted at $1.30 per carton, No. 1 tubular selling at same price.

ONLY MODERATE DEMAND FOR RANGE BOILERS

Montreal

The range boiler situation locally shows little change, sales continuing of a moderate nature, and quotations more or less unsettled. List prices and discounts are quoted by most firms, but others are still maintaining former net prices. Current business is expected to improve in the near future, the opening of the present month usually bringing the commencement of a more active period in lines pertaining to the building industry. The tone of the boiler market is also little changed, and although present quotations are recognized as low, with galvanized sheets showing first signs of improvement and a possibility of increased prices, there is said to be no immediate signs of a revsion in the finished products. List prices and discounts are the following:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent. Extra heavy, 40 per cent.

LITTLE CHANGE IN BRASS AND COPPER PRODUCTS

Montreal

There is little or no change in the market for brass and copper products, and quotations remain at recently revised levels. The virgin metal in recent weeks has become more settled, and while failing to show much activity is apparently at the end of the downward movement for the present at least. Unchanged prices are the following:

	Base.
BRASS—	
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

IMPROVED TRADE LOOKED FOR IN SOIL PIPE

Montreal

With the gradual approach of a more active building program, dealers in soil pipe and fittings anticipate a better buying movement to commence in the not far distant future. Up to the present, sales of these lines have been seasonably quiet, but not unusually so for the earlier months in the year. Quotations remain at former discounts, and while there is said to be a possibility of a slight revision in an upward direction with the opening of a better buying movement, there is no indication of a change in either direction at the present

time. It is generally recognized that prevailing levels are well down to bottom, and were quoted owing to competition from outside fields, but it is felt that a stronger factor than a business revival will be necessary to increase quotations. Following are unchanged prices:

SOIL PIPE—

2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

WASTE MATERIAL MARKETS STILL QUIET

Montreal

The waste material markets are unchanged, prices now remaining fairly steady, with buying continuing of a hand-to-mouth nature. Scrap iron, according to dealers, should soon commence to show an improvement, as the steel industry, on a whole, is improving and is now on a better basis than it has been during past months. While it may take some time for this to reflect in scrap markets, encouragement is lent by the move evident in this direction. There is very little business in non-ferrous metals, these having been very quiet for some months past. Following are average dealers' quotations:

Automobile tires		0 50
Rubber shoes		0 03
Yellow brass		0 05
Red brass		0 08¼
Light brass		0 03
Scrap zinc		0 03
Lead, heavy		0 04
Lead, tea		0 02
Light copper		0 08
Heavy copper		0 10
Wrought iron, R. Rd., No. 1 per gr. ton		10 0
Malleable scrap (ton)		8 00
Pipe scrap (ton)		6 50
Heavy melting steel	6 50	7 00
No. 2 busheling,		3 00
Boiler plate		6 50
No. 1 machinery cast		20 00

STEADIER LEAD PRODUCT PRICES LOOKED FOR

Montreal

The downward revision in solder quotations three weeks ago marks the last price development in lead products. The market generally is now fairly steady owing to metals on primary markets continuing with quotations practically unchanged. Trade in these products shows a slight improvement in recent weeks, but with the winter months now over, a further improvement is looked for, especially in such lines as lead pipe, traps and bends, and other plumbers' supplies. These lines being in demand for building activities. Following are unchanged quotations:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

BETTER TRADE OPENS FOR BOILER TUBES

Montreal

A somewhat better buying movement is now reported in boiler tubes and it is felt that an increased volume of trade will continue in view of the quiet period in past months. Prices are remaining steady and better sales will undoubtedly assist towards maintaining present levels, although these quotations are considered rather high in comparison with allied products in the iron and steel industry.

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

INGOT METALS CONTINUE TO MARK TIME

Montreal

Changes in the ingot metal markets are very slight, and there are no special features to report. In most cases prices are more or less marking time around the bottom, but when the upward trend will commence is difficult to state. Buyers are still working on a hand-to-mouth basis, and will doubtless do so until there are clearer indications of an advance.

TIN.—This metal continues to range around £143 mark in London, and has now been close to this figure for some time. Consumption will no doubt improve from now on and the position of this metal should improve thereby. The local market remains quiet at 34 cents.

COPPER.—Fluctuations in London are slight and caused chiefly by the movement in exchange. New York is quiet, and it is possible to buy electro at about 12⅞ delivery for prompt shipment. There is little demand for ingot copper locally, and quotations remain at 16¾ cts. for electro, 16½ for casting.

SPELTER.—East St. Louis is slightly lower at $4.62½ for spot, but it would not be surprising if a fair amount of buying would cause an advance. London is steady and there is no sign of weakness. Locally spelter is unchanged at 7 cents.

LEAD.—Lead is fairly firm in all markets, and demand is good. Prospects for this metal seem somewhat better. Locally the quotation is unchanged at 6¾ cents.

ANTIMONY.—Domestic demand for this metal remains at a low ebb, and the market is practically unchanged. Stocks are still quite heavy, and with this condition prevailing, there seems little chance of an early improvement. Chinese is quoted at 6¾ cts., high grade English at 7¾ cts.

ALUMINUM.—Aluminum continues dull on the market, and the situation of this metal is unchanged with quotation remaining at 24 cents.

Toronto Markets

TORONTO, March 30.—Charcoal tin, coke tin and terne plates, together with wrought nipples, motor oils, and single loop bale ties, supply the principal price revisions on the current hardware markets. Tin plate quotations record varying reductions on the different cases. Through revised discounts, lower price levels are evident on nipples, but no similar change is reflected in couplings or piping. All grades of Polarine register a decline, with other refined oils and gasoline prices remaining unchanged. Lower quotations are also noted on clinch, or bifurcated rivets and also tubular rivets. Other price declines appear on brick trowels, egg crates, and hoze nozzles and couplings. Quotations for next season announced on the Samuels line of ash sifters show no variation from prevailing levels.

A firmer trend has developed in the sheet markets, with slightly improved buying activity in bar iron and steel products. There is moderate trade in range boilers, but a more active movement in eavestrough is noted. Cautious buying of corrugated sheets prevails, with better inquiry for certain brass and copper products reported. There is generally an active demand for electric ranges, with oil stoves for the summer season also registering fair activity. The easy undertone is still evident in scrap materials, while irregularity remains the principal element in ingot metals.

LOWER PRICES ON CLINCH AND TUBULAR RIVETS

Toronto.

Easier price levels are now quoted on both clinch, or bifurcated, and tubular rivets. The new quotations on these products are as follows:

RIVETS—

Clinch No. 6 $2.75 per carton. Clinch No. 9B $1.25 per carton. Tubular, No. 600 $1.30 per carton.

SINGLE LOOP BALE TIES NOW REDUCED

Toronto.

Reduced prices are announced this week on single loop bale ties. The revised quotations on these products are as follows:

BALE TIES—

Ga. No. 12, $4.50 per cwt. Ga. No. 13 $4.60 per cwt. Ga. No. 13-½ $4.65 per cwt. Ga. No. 14 $4.70 per cwt. Ga. No. 15 $5.00 per cwt. Ga. No. 16, $5.20 per cwt.

RAW MATERIAL TREND STIFFENS TIRE PRICES

Toronto

Predictions that tire prices will be increased within the next few months are being freely made by certain tire manufacturers. This condition is attributed to rising raw material costs, an element which has developed since the last revision placed tire quotations on the prevailing low basis. The repeated reductions in tire prices during past months, reflected the easier trend of rubber and cotton, both of which materials enter into the production of auto tires. With a firmer tendency now evident in these markets, it is claimed that tire quotations have not only stiffened, but may show signs of advances in the near future.

REVISED DISCOUNTS ON WROUGHT NIPPLES

Toronto.

Lower quotations on wrought iron nipples, through revising the discounts, feature the current pipe fittings market. These products were not changed when the last revision was made in pipe, and the present change is not reflected in quotations on piping. Nipples, close and short, four inches and under, are now given a discount of 60 per cent. Varying reductions are noted on the other similar products. Couplings remain unchanged in price.

Sorting orders continue to form the greater portion of present trade in pipe fittings, with dealers apparently still willing to care for immediate requirements only. Quotations on the various lines, including the revised discounts on nipples, are as follows:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do, long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

EGG CRATES NOW ON EASIER PRICE LEVELS

Toronto

An additional revision has been announced in quotations on the Humpty-Dumpty line of egg crates. These are now priced at $6.00 per dozen.

ASH SIFTER QUOTATION FOR NEXT SEASON

Toronto

Quotations on the Samuels ash sifter for next season are announced as remaining unchanged at the $6.00 level.

MOTOR OILS REGISTER REDUCTION IN PRICE

Toronto

A reduction of between fifteen and twenty-five cents has been recorded in the list prices covering motor lubricating oils, such as Polarine. An additional grade of Polarine has been included in the current list; special heavy. This takes the place of kerosene tractor oil.

Other oils, including gasoline, remain at unchanged price levels. The latter product is now experiencing a better demand with the advent of the open season, and gasoline is described as firmer on the oil markets.

Following are the revised quotations on Polarine, with discounts unchanged:

MOTOR OILS—

Polarine, per gallon, list	$1.00
do., medium, list	1.00
do., heavy, list	1.00
do., special heavy, list	1.00
do., extra-heavy, list	1.25

Less 25 per cent.

VARYING REDUCTION IN TIN PLATE PRICES

Toronto

In support of the tendency to shade prices on tin plate for attractive orders, which was recently noted in Hardware and Metal, a revision has now been announced in prices on these products. These changes affect coke tin plates, charcoal tin, and terne plates. The average decline is between fifty cents and one dollar per case. Following are the revised quotations on the domestic markets:

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

MODERATE TRADE NOW IN RANGE BOILERS

Toronto.

The current situation in range boilers is described as fairly good compared with the demand experienced at this time last season. While the total volume is still of moderate proportions, manufacturers and distributors both look for improvement in these markets, as soon as seasonable weather is evident. Stocks on hand are described as comparatively light in most cases, and purchases on the part of dealers and consumers continue to be for immediate requirements only. Following is the nominal list and discounts:

RANGE BOILERS—

5-gallon	$ 13 50
12 to 15 gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

FIRMER PRICE TREND IN SHEET MARKETS

Toronto.

The expansion in the sheet markets is described as keeping up fairly well, and producers and distributors report the future as considerably brighter. It is noted that one southern producer of sheets and plates, has given notice of an advance in price of $3.00 per ton on galvanized. Whether this tendency will be generally adopted, and reflected in the domestic markets, depends upon the uniformity of such quotations. Sheet producers describe this as one of the straws which show the direction of the wind, or future market tendency. Should the present demand be sustained, developments in this direction are stated to be not unlikely. On the other hand, some proportion of recent business is ascribed to purchasers anticipating future requirements owing to the pending coal strike. Local sheet quotations remain at the recently revised levels, which follow:

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	7 10	6 60
22 gauge	6 65	6 15
18 and 20 gauge	6 50	6 00
	Premier and	**Apollo**
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

REPORT SOME BUYING OF BARS FOR STOCK

Toronto

In the bar product markets, the fact that wholesalers are reported to be interested in stock requirements, has resulted in substantiating the recent expressions of optimism which have been prevalent. Current business is described as fair, with warehouses showing signs of a more normal activity. The fact that some southern producers have announced a more uniform level on bars and shapes, gives rise to the opinion that quotations in primary markets will likely firm up in the near future. Just what effect the coal strike will have on producers and steel industries in general, depends upon the duration of the dispute. It is noticeable, however, that coal consumers are pretty well protected as regards stock on hand, and that there is no general alarm being displayed. On the other hand, just what proportion of the recent increased

demand for steel is attributed to manufacturing consumers and others anticipating future requirements owing to the shadow of the impending strike, would create some discussion in southern circles. The mills report that the improvement in demand has been fairly rapid, and speculation is noted as to whether the present degree of operation will be maintained throughout the ensuing months. Unchanged local quotations on bar products follow:

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 75
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

MORE ACTIVE MOVEMENT OF EAVESTROUGH

Toronto.

There is now a noticeable improvement in the movement of eavestrough and conductor pipe, shipments being commenced to the dealer trade. Although current business is still light, distributors are well satisfied, claiming the opening of the season is fairly early. With stocks undoubtedly low in all sections, there is a continued improvement looked for. Quotations are unchanged,

TROUGH (Eave)—	
O. G. Square Bead and half round. Size in girth: Per 100 ft.	
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)	
Plain, round or corrugated. Per 100 ft. in 10 ft. lengths.	
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)	
2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

CAUTIOUS BUYING OF CORRUGATED SHEETS

Toronto

The outlook in the corrugated sheet market as regards an improved volume of trade in the near future, is described as optimistic. With more seasonable weather prevailing, conditions are favorable to brisk activity in building circles, especially where corrugated and similar materials are required. With an improved demand developing in the near future, it is expected in some quarters that the nominal prices on the heavier gauges recently noted as subject to price shading according to specifications, will become more stabilized. On the other hand, some lowering in flat sheet quotations has given rise to the impression that a similar change may be looked for in corrugated. However, for the present, the following list prevails:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

EASY UNDERTONE STILL EVIDENT IN SCRAP

Toronto

Consuming demand for waste material has been slow on the local market. Mills refuse to purchase on more than a hand-to-mouth basis. Prices are generally unchanged, but in some divisions there is an undercurrent of easiness.

In the ferrous scrap market, the prices remain approximately the same. Standard car wheels show some little firmness this week, advancing $1.00 per ton—$14.50 to $15.00. Other cast scrap is moving at firm prices, but demand is rather slow.

The following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS		
Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 25	2 75
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

ACTIVE DEMAND NOTED FOR ELECTRIC STOVES

Toronto

Current business in stoves and ranges is described as fair by manufacturers of these products. The chief degree of activity is evident in electric ranges, for which it is stated there is a fairly brisk demand. On the other hand, the coal and wood stoves are now entering the dull season. Oil stove manufacturers and distributors report recent improvement, and generally look for a good trade to develop throughout the ensuing months.

PRICE DECLINE NOTED ON BRICK TROWELS

Toronto.

Among the reductions announced this week are easier quotations on the Rose brick trowels. New prices are as follows:

TROWELS—
Sizes, 10-½ $25.20 per doz. Sizes 11 $25.80 per doz. Sizes 11-½ $26.40 per doz.

BRIGHT FUTURE IN RADIATOR MARKETS

Toronto

Compared with this season in 1921, current business in radiators is described as good. While the volume of trade is yet moderate, the future looks exceptionally bright, according to the opinion expressed to Hardware and Metal by manufacturers and distributors of these products. This brighter outlook is based upon the fact that building activity is in sight this year, whereas construction work was more or less of a restricted nature during the previous season. Quotations on both radiators and boilers remain unchanged at the discount levels quoted in January.

IRREGULARITY STILL EVIDENT IN METALS

Toronto.

Irregularity in the ingot markets is perhaps the chief current feature, with domestic conditions generally dull and lifeless. In primary circles, the stocks on hand continue noticeably in excess of the visible demand, with the result that most metals are quiet and irregular. Price fluctuations of a minor nature are evident in certain quarters, but the local quotations generally remain at the recently revised levels.

COPPER.—This metal is again showing signs of a see-sawing movement on the primary markets, this being principally due to dealers shading prices in order to attract consumers. Reports indicate that the export sales of copper continue light. The local market is described as dull, with prices at 16½ cents.

TIN.—This market is irregular, with the general tone dull, and prices at the easier level of 34 cents, noted last week. Consuming demand continues light, and dealers seemed disinclined to operate. The London markets still fluctuate to some extent, but are considerably lower than at the commencement of the present year.

LEAD.—The local lead market is described as lifeless, due to the lack of consuming demand. On the primary centres, there has been some temporary activity, and demand is reported as fair considering prevailing conditions. The domestic quotation remains unchanged at $6.50.

SPELTER.—This metal continues quiet, in both domestic and primary circles, but some improvement in the demand from the sheet mills is looked for in certain quarters. This improvement, however, has not yet developed. Local prices remain at $6.50.

ANTIMONY.—It is stated that antimony is very dull on the local markets, with prices still at the recent lower levels of 6 and 7 cents. On southern centres, however, a slightly firmer tone is reported in some quarters due to some show of interest awakened by the low quotations.

ALUMINUM.—A poor demand is evident for aluminum, and the outlook for this metal is not any brighter than during recent weeks. The quotations locally continue around 27 cents.

London Markets

LONDON, March 30.—Price reductions this week affect the following lines: turpentine, shoe tacks, Hungarian, hob and channel nails, and Rodgers pocket cutlery.

Hardware trade is reported as being very fair during the past week although the sale of many Spring lines was slowed up on account of colder weather.

The volume of business continues to increase and with favorable weather April is expected to be a good business month.

TURPENTINE PRICE SAGS ANOTHER TWO CENTS

London

Both supplies and demand for turpentine are described as of a moderate nature, and quotations on the local markets have generally receded another two cents per gallon. This change brings the current price to the following levels:

TURPENTINE—	Imp. Gal.
1 bl. lots	1 25
2 to 4 bbl. lots	1 24
5 gal. lots	1 40

LINSEED PRICES STEADY AT REVISED LEVEL

London

Linseed oil prices on the local markets remain at the level of $1.10 for raw and $1.13 for boiled in barrel lots, with no further developments recorded since these quotations became generally effective a few days ago. It is noticeable, however, that the seed market has been slightly easier during recent weeks, this movement following the weakness in the Argentine flax seed quotations. This tendency, however, is looked upon as temporary.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 10	1 13
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add 15 cents gal.

RODGERS POCKET KNIVES SHOW PRICE REDUCTION

London

New prices on the Joseph Rodgers line of pen and pocket knives, representing a reduction of approximately 7½ per cent., are announced this week. The revised net prices on some of the popular lines are as follows:

	per doz.
Pen knives No. 17749I	12 25
Do., 17749B	12 25
Do., 17751P	25 30
Pocket knives No. 32352	5 70
Do., No. 32341x3"	7 15
Do., No. 32341x3¼"	7 60
Do., No. 32341x3½"	8 45
Do., No. 32341x3¾"	9 70
Do., No. 32345x2¾	9 30
Do., No. 32345x3	10 15
Do., No. 32345x3¼	11 40
Do., No. 32345x3½	12 65
Do. No. 32345x3¾	13 95

SEASONAL SALE FOR WHITE LEAD IN OIL

London, Ont.

Dealers report that a good seasonal sale is now evident for white lead in oil, with prospects for a fair degree of activity in this product throughout the ensuing months. Prices are steady and unchanged at the following levels:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

BRISK MOVEMENT OF ALABASTINE REPORTED

London, Ont.

Local merchants report that with the interior finishing of many houses which were commenced last Fall, there has developed a brisk demand for alabastine.

Prices on this product remain as follows:

5 lb. packages $9.60 per 100 lbs.
2-½ lb. packets, $10.10 per 100 lbs.

PUTTY PRICES STEADY WITH FAIR DEMAND

London, Ont.

With prices remaining unchanged on putty, the current demand for this product continues fair. With the advent of Spring weather, a better movement is looked for. Prices remain as follows:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

SUBSTANTIAL DECLINE ON BAMBOO FISH POLES

London

New prices for the 1922 season are announced on bamboo fish poles. This change represents a reduction of around 25 per cent. from the previous levels. Following are the revised quotations:

FISH POLES—(Bamboo)—
12 ft., $1.30 doz. 14 ft. $1.85 doz. 16 ft. $2.40 doz. 18 ft. $3.50 doz. 20 ft. $4.20 doz.

REVISION IN LIST ON SHOEFINDERS' TACKS

London

A new shoefinders' list is now issued to the trade. Reductions of varying extent are announced on heel and shoe nails, and shoe tacks. Shoe rivets, both iron and brass are unchanged in price.

STEADY CALL RECORDED FOR WINDOW GLASS

London, Ont.

Prices on window glass continue unchanged at the recently revised list. There is a fair seasonal sale at present recorded, with steady improvement in this direction during recent weeks. Following are unchanged quotations:

WINDOW GLASS—
Single Diamond, net list
Double Diamond, net list.
Cut Lights. 75 per cent. off light list.

IMPROVED NAIL DEMAND

London

A good sale for nails is now generally reported, this situation being a reflection of the seasonal building activity. Prices on both wire and cut nails remain unchanged, both on domestic and primary markets. Following are prevailing quotations:

NAILS	
Wire, base	3 65 per keg
Cut, do.,	4 35 per keg.

GRADUAL INCREASE IN ROPE MOVEMENT

London, Ont.

Rope sales continue to record a slight increase each week, and distributors report that these products are gradually reaching a normal degree of activity for this season of the year. Prices are unchanged at the following levels:

ROPE—	lb. base
Pure Manilla	23c
Beaver Manila	20c
New Zealand Hemp	20c.
Sisal	18c.

IMPROVEMENT IN CALL FOR BUILDERS HARDWARE

London

The current demand for builders hardware is registering a gradual improvement each week. Prices remain at the revised levels recorded during the earlier weeks of the year, with brisk activity in building circles expected to be reflected in the future demand for these products.

Winnipeg Markets

WINNIPEG, March 30.—An important feature in this week's market is the reduction on bar iron and steel. Linseed oil is also quoted five cents per gallon lower. Other lines showing lower prices are: genuine Crescent wrenches, crucible steel, wire rope, horse shoes, step ladders and Paris Green. The seasonable demand for Spring goods is beginning, and with favorable weather conditions, a good amount of business is expected in many lines as generally stocks are considered low.

WIRE ROPE PRICES REGISTER REVISION

Winnipeg.

New lower prices are recorded this week on wire ropes. Following are the revised quotations:

WIRE ROPE (Crucible Steel)—
⅜ in., $8.85 per 100 lbs., 7-16 in., $10.00 per 100 lbs. ½ in., $11.00 per 100 lbs. ⅝ in., $14.00 per 100 lbs. ¾ in., $19.00 per 100 lbs. ⅞ in., $24.00 per 100 lbs. 1 in., $32.00 per 100 lbs.

PARIS GREEN PRICES FOR COMING SEASON

Winnipeg

Prices have been revised for the coming season in Paris green and are substantially lower. Following are the revised prices:

PARIS GREEN—
1 lb. packages: case lots, 36½c. per lb. Less 37½c per lb.
½-lb. packages. case lots 38½c. per lb. Less 39½c. per lb.

HORSE SHOE QUOTATIONS ON LOWER LEVEL

Winnipeg.

Easier prices are recorded on horse shoes. Following are the new lower quotations:

HORSESHOES—
Iron—0-1 $8.90 per 100 lbs. 2 and larger $8.65 per 100 lbs.
Snow—0-1 $9.15; 2 and larger $8.90.

REVISED PRICES ON STEP AND EXTENSION LADDERS

Winnipeg.

Prices on step ladders and extension ladders have been revised slightly. A few sizes are lower and some slightly higher. Following are the revised prices.

STEP LADDERS—
Common—3 ft., $1.05 each; 4 ft. $1.40 each; 5ft. $1.70 each; 6 ft. $2.05 each; 7 ft. $2.45 each; 8 ft. $2.75 each; 10 ft. $3.90 each.
EXTENSION LADDERS—
20 ft. $5.80; 24 ft. $6.95; 28 ft. $8.10; 32 $9.25; 36 ft. $11.35; 40 ft. $12.7.0.

ANTICIPATE IMPROVED DEMAND FOR SOIL PIPE

Winnipeg.

With the approach of the Spring and Summer seasons, a more active period in soil pipe trade is generally anticipated. The current demand for soil pipe and fittings is naturally restricted owing to weather conditions, but improvement in this respect is usual at this time of the year. Quotations on these products are unchanged, the following discounts prevailing:

SOIL PIPE—2 and 3 in. 20 per cent. off. 4 in. 30 per cent off. 5 and 6 inches 25 per cent. off. 8 inches, 10 per cent. adv.

FITTINGS—2 and 3 in. 40 per cent. off. 4, 5 and 6 inches, 45 per cent off.

DECLINE RECORDED ON BAR IRON PRODUCTS

Winnipeg.

Quotations on bar iron and steel have now been reduced, this change affecting practically all bar products. Following are the easier base price levels:

BAR IRON—	Per 100 lbs.
Rounds and Squares 3-16, ¼ and 5-16 base	4 15
Rounds and Squares ⅜ to 2 and Flats up to and including 1 x 4 base	4 00
Rounds and squares over 2 up to and including 2¾ and Flats over 1 x 4 up to 6 wide. base	4 75
Rounds over 2¾ to 6 base	5 25
Band steel, base	4 50
Sleigh Shoe Steel, base	5 25
STEEL—	
Soft or mild rounds and squares 3-16, ¼ and 5-16 base	4 15
Rounds and squares ⅜ to 2 and Flats up to and including 1 x 4, base	4 15
Rounds and squares over 2 up to and including 3 and Flats over 1 x 4 up to 6 wide, base	4 75
Rounds over 3 to 6, base	5 25

EASIER PRICE LEVEL ON LINSEED OIL

Winnipeg.

This week has brought about a reduction in the price of linseed oil. Raw linseed is now quoted at $1.15 per gal. and boiled at $1.18 per gal. in barrel lots.

LOWER QUOTATIONS APPEAR ON CRESCENT WRENCHES

Winnipeg.

Prices have been lowered on genuine Crescent wrenches. Following are the revised quotations on these products:

CRESCENT WRENCHES:—
4 in., $8.75 per doz.; 6 in., $8.75 per doz.; 8 in, $10.75 per doz.; 10 in, $13.50 per doz.; 12 in., $20.00 per doz.; 15 in., $30.00 per doz.; 18 in $43.75 per doz.

Hamilton Markets

HAMILTON, March 30.—General reports covering business conditions continue to indicate gradual improvement. The looked for stimulant, however, provided by anticipations of an early spring, has been somewhat dampened by the dull weather of the past few days. In some quarters it was stated that this has had a tendency to slightly check the movement of seasonal lines, but the average reports show that a steady volume of small orders is being received, and that lack of forward buying in quantity is the chief complaint of both dstributors. However, this condition is expected to remain for some time, until market conditions are more thoroughly stabilized, and also until prices remain unchanged for at least through the current seasons.

The scheduled strike of miners is attracting some interest in steel circles, in view of the extent to which recent forward buying in the steel industry can be attributed to the shadow of the impending coal dispute settling over industries which may be more or less indirectly affected thereby. Some observers of the markets insist that manufacturing consumers have been anticipating their requirements to some degree, and this tendency would account for the increase in operations and demand recently noticeable in steel production circles. On the other hand, the continued softening in the coal market would indicate that large consumers have on hand all the stocks they desire.

The current demand for steel products is described as variegated. Sheets have been in fair demand, and tin plates record a fair amount of activity. On the whole, some steel prices show a slight stiffening tendency, but how far this movement will be permanent as regards bars and shapes, is difficult to ascertain. In some quarters, quotations on sheets are apparently scheduled for eventual firmness rather than any decline. The recent declaration of the regular dividend on the Steel of Canada common stock, coupled with the announcement of President Hobson that "conditions are gradually improving," had a good effect upon sentiment in general.

Paint Trade on Sound Basis

Optimism is the fundamental keynote of the paint industry, and all phases of this trade are looking forward to a very fair season. While the current market was described as "spotty" in some quarters, the general impression is well up to expectations. Some manufacturers report a good measure of trade, not only from old customers, but also from new connections. Other distributors state that the spring demand has been disappointing in volume, but repeat orders are expected to materialize in the near future and thus help to swell the total volume. The paint industry, therefore, appears to be on a sound foundation for future expansion, with a keen competitive element supplying sufficient incentive to keep the various selling organizations particularly active.

In discussing the outlook with one local manufacturer, the opinion was again reflected that this will be a season of "show me." "For that reason, all manufacturers and distributors of hardware products are paying special attention to the selling end of their organizations, in a more marked degree than ever before." It was pointed out that, "where additional efforts were made to secure results, such achievements in a business way would be forthcoming, but where concerns were satisfied to rely upon old-time standardized methods, prestige, good-will, and similar factors alone, final reports may not show the results which should, no doubt, be generally expected. In our own case, a strenuous advertising campaign is being backed up with high quality service, plus courtesy and dealer co-operation."

Pittsburg Markets

PITTSBURG, March 30.—Enough time has not elapsed since the last softening in price of any steel product to make it clear that the long decline in prices has ended. Prices may decline any number of times in the future history of the steel industry, but this one decline is over. Steel prices are now stiffening, rather than advancing, but the stiffening is likely to merge into actual advances of greater or less importance. Bars, shapes and plates, which led the decline, and went farther relative to cost of production than any other steel commodity, show the greatest stiffening. In the past fortnight or so 1.40c has been the minimum of the market, whereas for awhile this price was shaded in numerous cases by $1 to $2 a ton, perhaps a trifle more in some cases. In the past week the less desirable orders, including carloads, have been going largely at 1.45 and 1.50c. Predictions are freely made that in a short time, perhaps a week or two, the minimum of the market will be 1.50c. The mills are very anxious to get the price up at least to the price of production, though at the same time they are anxious to book all the tonnage they can.

In wire nails the price situation is much improved from the mill standpoint. A month ago, shortly after the market had declined to $2.40, shading of this price developed and it appears that almost all large buyers were able

Continued on page 62

A System of Following up Paint Sales

Enquiry Made About Paint Customers' Future Needs—One Man's Duty to Look After This Work and Assisting Customers —Constantly Impress on Customers Value of "Save the Surface" by Use of Adequate Coat of Paint—Keep Stock in Cupboards With Cards on Panels

"BUY your paint now at spring prices," is the slogan recently adopted by W. G. Edge, Limited, retail hardware, Ottawa, Ont. The spring drive is on, and the salesmen are right "on their toes" in an effort to establish a record in paint sales.

The slogan, which seems to be most admirably suited to the occasion, is being prominently set forth in the firm's newpaper advertising, as well as in its windows and on its counters. It has also been backed up by an exceptionally fine window display, the sum total of which is producing the desired results. "We know it has been effective because it has resulted in a considerable demand for automobile enamels and ready mixed paints," remarked H. des Rivieres, manager of the hardware department, to Hardware and Metal.

Service and Efficiency

Since becoming established in its fine new home, this firm has been giving a lot of attention to its paint department, with a view to both increased efficiency and sales. Service and efficiency are two outstanding words in the every day life of the concern, because the management realize they are essential to increased sales. As a rule, once a month the salesmen gather in the store in the evening, after the day's work is over, and discuss sales methods. This provides an excellent opportunity for the manager to drive home his "selling" pointers.

"Always meet your customer, and meet him with a smile, a good-natured honest-to-goodness smile," is one of Mr. des Rivieres' favorite expressions when handing out advice to his staff. When applying this to the paint department, he emphasizes the value of showing the customer the best quality goods first. "We do this because we have often noticed that a lazy clerk will take down the goods handiest to reach," said Mr. des Rivieres. "We always keep two grades of paint, a cheap grade and a high quality grade, and we always make it a point of keeping the best quality goods near the front door of the store and the cheap stuff at the back in cupboards, hidden away as far as possible from both salesman and customer. It is never produced unless the customer commences to complain about the price of the better quality goods."

System enters very largely into this firm's handling methods. Instead of having the bulk of the stock displayed, as is done in many hardware stores, it is kept in cupboards, upon the panels of which are tacked cards bearing the colors of the paints which are thus hidden, so that all that is necessary is for the clerk to open the cupboard door or panel and secure a can of the desired article, without having to scan row upon row of cans. One good feature about this method is that the labels are usually clean.

These panels are also utilized for displaying paint brushes. Every brush is given a number indicating where its kind is to be found, thus again saving unnecessary delay. Tickets are also tacked under the brush giving the manufacturers' number and the sale price.

Save the Surface

Asked to what extent the firm was endeavoring to link up the "Save the Surface" campaign with its selling methods, Mr. des Rivieres stated that the firm was constantly impressing upon its customers the value of using plenty of paint. "Frequently we put a 'Save the Surface' sign in the window," he said. "However, I would like to take this opportunity to suggest to the manufacturers that they prepare a series of neat small designs, which could be displayed in windows and on counters without interfering with the general display. We for one would be very glad to make use of such signs. I think also that the manufacturers should send their demonstrators out oftener than they do. We have always made it a point of encouraging this class of advertising and will always be found willing to co-operate with the manufacturer in this respect. The oftener the better, as far as we are concerned, because we find it pays."

Mr. des Rivieres also displayed a keenness for lithograph pictures—the kind that are true to life. "There is nothing that gets the prospective purchaser thinking quicker than a picture of a well arranged room, with a highly polished floor, or a picture of a house with a new coat of paint. A desire is almost immediately created to secure the same condition in his or her home. More of such pictures should be displayed in our windows and on our counters."

Cards on Delivery Trucks

Another method of advertising, used by this firm, is cards displayed on the sides of their delivery trucks. These cards are, as a rule, used to announce Saturday special sales, and are found to produce satisfactory results.

Just at present this firm is concentrating on the small sales. There is very little building being done, so every possible effort is being put forth to induce the householder to buy.

"What system do you use for following up sales?" asked Hardware and Metal.

"When a person comes in to buy a gallon or more of paint, we try to find out what their future needs will be, and then keep in touch with them. We employ one man whose entire time is devoted to just such work. He goes from job to job looking after the requirements of our customers. We also hand each customer one of our booklets bearing our name, address and telephone number. If anything is asked for that we have not got on hand, we always, without fail, endeavor to get it for the customer, with the least possible delay."

SERVICE

CONFIDENCE

FAIR DEALING

THE "THOUGHT BEHIND"

A gentleman who was preparing to enter the hardware business called on us the other day. In the course of conversation he said: "Until I made the acquaintance of Lowe Brothers I had always thought that it mattered not whose paint I sold. I argued from the viewpoint that a salesman could sell any brand of paint."

"Why do you say 'Until I made Lowe Brothers' acquaintance?' " we asked. "Well," he replied, "since studying your policy and methods I have come to learn that there is a distinct difference between *selling paint* and *selling results.* Close inquiry into the experience of High Standard dealers and a broad comparison have forced me to realize that the 'thought behind' the institution is what a merchant should buy—not so many cans of paint and so much advertising. As long as your ideals and practices remain unchanged I am your firm and fast friend."

Such are the fruits of a modest but sound business policy. In the interests of the consumer and the retailer it decrees that we shall sell—not Paint, not Advertising, which are but the means to an end, but the end itself—*"Best Results."*

If we can serve you and your customers on this basis we are yours to command.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered

Much care is taken with the arrangement of window displays of paints and other seasonable lines in the spring by W. G. Edge, Ltd., Ottawa. Here is an attractive showing of paints, varnishes, brushes, mops, floor polishers, wax, brooms, furniture polish, wall finishes, etc., which secured the attention of many passers-by and brought them into the store to buy some of these articles which are needed around every home at this time of the year.

Paint Trade Notes

Under the heading, "WE NEVER TOUCH THE CURSED STUFF," the Saskatoon Star draws attention to a local hardware store advt:—"Try Our Varnish and Be Sure of a Bright and Lasting Finish."

* * * *

M. Wineroope has been chosen special representative of the export department, Brandram-Henderson, Limited, and will shortly leave for Cuba, Haiti, Santa Domingo and Porto Rico on a visit extending over a period of from two to three months. Mr. Wineroope has for the past eight years covered the Eastern Ontario territory for the above firm.

* * * *

In his annual report, George Henderson, president Brandram, Henderson Ltd Montreal, stated:—

"The shrinkage in demand, particularly in export territories and in the industrial field at home, which characterized the last five months of 1920, was ever present during the year 1921, and had it not been for a distinctly brisk demand from retail distributors all over the country, the result of the year's trading would have been far from satisfactory."

Announcement was made that the company had acquired the capital stock of the Pacific White Lead Company of Vancouver, and that the acquisition of a plant on the Pacific coast should prove of great value in the successful prosecution of the company's sales policy in British Columbia.

The Brush Department

Canada's Foreign Trade in Brushes

Exports of Canadian Brushes Show Increase, Particularly to the United Kingdom and British Possessions While Exports to United States Show Decline

THE extent of Canada's foreign trade in connection with brushes is set forth in figures covering trade in the years 1919 and 1920 which have just been issued by the Bureau of Statistics, Ottawa.

These show that imports of animal bristles in 1919 amounted to 166,642 lbs. valued at $284,647 while in 1920 they were 324,536 lbs. valued at $699,183. Vegetables bristles were imported to the extent of 9,097 lbs. in 1919, valued at $6,459 and in 1920 were 4,319 lbs. valued at $2,503. Imports of horse hair, cleaned but not dyed were as follows, in 1919, 90,204 lbs. valued at $69,868, in 1920—175,881 lbs. valued at $155,583. Imports of other hair, cleaned or uncleaned but not dyed amounted to $37,086 in 1919 and 856,747 lbs. in 1920, valued at $107,495.

Manufactured materials imported were as follows: brooms and whisks valued at $14,154 in 1919 and $15,235 in 1920; paint and varnish brushes $32,119 in 1919 and $48,816 in 1920. Toilet brushes $319,385 in 1919 and $655,041 in 1920, all other brushes $284,009 in 1919 and $369,125 in 1920. Total imports of raw materials were $1,174,555 in 1919 and $1,612,757 in 1920. Imports of manufactured products were $779,666 in 1919 and $1,201,677 in 1920.

Canada's exports in those two years were as follows:—hair $324,591 in 1919 and $297,408 in 1920, brooms and whisks $61,811 in 1919 and $89,600 in 1920, brushes of all kinds $81,570 in 1919 and $233,909 in 1920.

From the detailed figures it is evident that the volume of exports has increased in 1920 over 1919, particularly in brushes of all kinds. This increase was particularly noted in the case of the United Kingdom, and British Possessions while exports to the United States decreased

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A. L. Benler of Detroit, has purchased the plant and equipment of the Clay Products Company, at St. Joachim, Ont., and plans to carry on the business.

Boeckh's Brush News

—— *Do it Now* ——

"NEVER put off till to-morrow what you can do to-day" is an excellent motto. A better motto is "Do It Now—not even putting it off till after lunch."

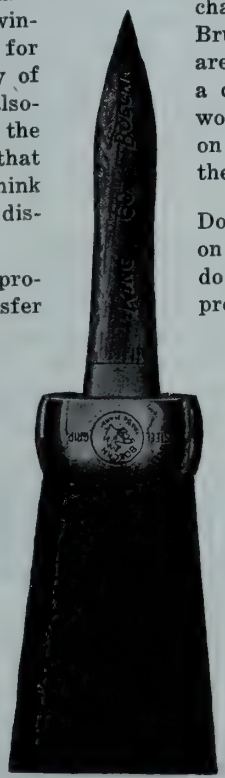
Begin right now to get yourself known as the "Boeckh Brush Man" for your locality. Don't tell just a few people—"sotto voce"—tell everybody—tell it right out loud—and do it now.

A very effective way of doing this is to arrange an attractive Boeckh Brush display in your window. Show brushes suitable for all kinds of work. Along with each brush, place a neat little card stating the kind of work for which that brush is particularly adapted. Such a window will prove a wonderful salesman for you. It will remind passersby not only of brushes they need, but also of the kalsomine, the paint, the enamel, the broom, the dustpan, and dozens of other articles that brushes just naturally make people think about. Don't put off arranging this display till to-morrow—do it now.

When the time comes to give another product a turn in the window, don't transfer your brushes to the warehouse, or that empty space under the counter. Keep them in sight. Make an attractive display in a conspicuous place in your store—in a case or on the counter. At regular intervals change your display—altering its position in the store. This keeps your stock looking new and well cared for.

Hundreds of people in your locality—customers who enter your store—need brushes, and will purchase Boeckh Brushes if you but display them. People who come in to buy a package of tacks, or a pound of nails, see those brushes, remember that long postponed job of painting the kitchen chairs—and decide to take home a Boeckh Brush and a can of paint. Then, too, there are those people who come in to buy "just a cheap brush to paint the kitchen woodwork"—and who, in nine cases out of ten, on seeing good brushes displayed, decide they "may as well buy a good one."

Don't put off getting your Boeckh Brushes on display, and replenishing your stock—do it now—and reap really worth-while profits from your Brush Department.



The* Boeckh Company *Ltd.

Toronto Canada

Makers of Everything In

Distributors:

Montreal—The H. E. Smith Sales Company, 130 Craig Street West.

Winnipeg—J. B. Buckham, Esq., 664 Broadway.

Vancouver and Victoria—The T. S. Griffiths Company, 1080 Hamilton Street, Vancouver, B.C.

Good Brushes Since 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, March 30.—Price recessions in both linseed oil and turpentine feature the paint markets this week. Linseed oil is reduced 2 cents per gallon bringing the present price to $1.02 for raw in one barrel lots. This easier tendency is due to the trend of the flax-seed market during the week, although in the past few days this market has stiffened somewhat and is now said to be displaying a firm tone. The movement of the oil market can best be described as see-sawing, but those well informed still maintain that the outlook is firm owing to the probable shortage of seed at a later date. Much the same can be said of the turpentine market, which was somewhat easier in the earlier part of the week. This also has stiffened considerably and according to reports from Southern circles, the market promises well for future. The new crop is due towards the latter end of this month and this may have a tendency towards easing the situation to an extent, although demand, on the other hand, is expected to maintain a fairly strong situation throughout.

Current quotations on window glass are still unchanged, although the undertone of the market is very firm. The situation at producing centres is little improved, and importers are more than a little concerned over the question of future supplies. It is stated that if an improvement is not in sight in the near future, holders of supplies may soon be in a position to name their own prices. Window glass is now on a more settled basis locally, with the new higher list uniformly adopted. Paint and varnish manufacturers report the active season well at hand, and paint brushes are also selling well.

LINSEED OIL PRICES DROP TWO CENTS

Montreal

Quotations on linseed oil locally dropped two cents per gallon in sympathy with the easier trend of the seed market at the close of last week. This week, however, up to the present, brings a slightly firmer tone, and the former slump is fully recovered. The see-saw movement has its drawbacks for those interested, because as soon as the market records an easier tendency buyers become interested which results in considerable business. Immediately activity becomes apparent, the required factor for firming the situation comes into play, and the market advances. It is quite evident that buyers are still holding off, but with the season fast advancing, it is felt that they will have to enter the market in the near future, which should have a strengthening effect on oil prices for the commencement of the busy season.

Outside oil markets recorded the slump last week also, the cause of which was said to be more ample importations of English oil, and demand falling off to an extent. A better tone is noted in the past few days however, and a fairly firm outlook is forecast for the weeks following. Following are revised local prices:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.....	1 02	1 04
3 to 5 barrel lots, per gal. ...	1 00	1 02
Less barrels, add 10 cents per gallon.		

SLIGHT RECESSION IN TURPENTINE QUOTATIONS

Montreal.

A recession of one cent per gallon, and an increasing demand are the features of the turpentine market this week. The slight easing in quotations results from the softer tone in this product recently, although in the past week or ten days the market has been termed as somewhat firmer. This price decline therefore does not describe the present tone of the market, and it is noted that certain distributors have not announced the reduction. In Southern circles turpentine is still said to be in a strong position, increasing demand and limited receipts tending to uphold the market. The new crop, however, will soon be due, and as this usually brings an easier tone, the present season may be no exception.

As stated above, demand is increasing locally, and turpentine is now stated to be the most active of allied paint products. With the month of April now at hand, it is felt that sales will continue to be on the increase, with a promising season ahead. Quotations locally at the revision are as follows:

TURPENTINE —	Imp. gal.
1 barrel lots	1 21
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 31

SOMEWHAT STEADIER TONE IN WINDOW GLASS

Montreal.

With the new higher quotations as a selling basis, the local window glass market is now described as somewhat steadier than it has been in recent months. There is a fair seasonable demand for glass at present, and it is felt that more extensive building operations in the near future will maintain a fair volume of business for the following weeks. Whether this increased trade will bring about an unsettled feeling again is problematic, but the opinion is expressed in some quarters that a heavier buying movement, with more attractive inquiries, may have a tendency to produce another period of price-shading. The undertone of the market is little changed, and the opening of navigation will, in all probability, be the next factor to consider in the situation.

SHELLAC VERY FIRM: PRICES STILL UNCHANGED

Montreal

Although the undertone of the shellac market is very firm, local quotations are still unchanged at following figures, with prices somewhat lower quoted from one source. The strength of the market really results from the inability to procure further supplies of gum shellac. Owing to continued disturbances in India, and transportation difficulties, importers are now more than a little concerned over future requirements. In primary markets, therefore, advances have been recorded, with indications that prices will go still higher. If shipments are further delayed, and stocks on this side become almost depleted, holders will be able to name their own price. Whether the situation will become this acute is hard to determine at the present time, but there seems little relief in sight for the next month or two. Following are unchanged local quotations:

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

PAINT BRUSHES NOW IN GOOD DEMAND

Montreal

Current trade in brushes is now described as active, in keeping with the present season, and the approach of the busy painting time. Owng to the absence of more extensive bookings, in comparison with former years, present orders are larger and more numerous than is usual for this month, this trade always being placed at an earlier date formerly. Quotations on the various lines are unchanged, with little chances of a revision anticipated until after the busy period in the following weeks.

Toronto

TORONTO, March 30.—The shortage of shellac, due to the difficulties attendant in securing fresh supplies of gum, provides the principal

(Continued on page 62)

Registered

Floglaze

"The Finish that Endures"

"For Exterior Surfaces"

(The can with the black and blue label)

An improvement on anything in the line of oil paint for exterior work.

Gives a better and higher gloss.

Brushes, spreads and flows better than anything yet produced for outside finishing.

Dries harder, wears longer, and gives better protection.

A strictly high class line for trade that requires something unusual, both in appearance and lasting qualities.

The Seven

Floglaze

"The Finish that Endures"

lines are

Home and Farm Finishes
Auto Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Our dealer's booklet "A Guide to large Profits" gives detailed description of Floglaze "Exterior Surfaces" and six other Floglaze lines. Write for a copy.

"Make 1922 Your Greatest Paint and Varnish Year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender St. West
Vancouver

Sole Distributors for Manitoba: Saskatchewan and Alberta
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL
243 Beaver Hall Hill

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 60)

element in this week's paint market reports. While some distributors continue to withhold local quotations on shellac, it is noticeable that prices at primary centres have registered a rapid upward movement. Recent reports indicate that stocks at Calcutta are nearing the stage of depletion, and difficulty is being experienced in securing fresh shipments from the interior where the recent Indian disturbances have somewhat interfered with transportation arrangements, and also the gathering of this product. In this connection, the opinion has been expressed that the prevailing firm situation may continue for several weeks before relief in the direction of fresh shipments will be evident.

Due to the trend of the flax seed markets, which have been a little weaker, linseed oil quotations have developed a range this week. This situation is due to some easier prices being noted while on the other hand, the levels prevailing last week are being maintained. The movements represent a see-saw element in seed prices, which have been recording alternate recessions and recovery. The ultimate outlook is described as fairly firm, as large consumers have not generally made extensive commitments, while the possibility of seed shortage is stated as a factor still to be reckoned with. An improvement in flax price levels is looked for when western farmers in general commence to require seed.

There has been a slight easing in quotations on turpentine in certain quarters, but during the past few days, the primary markets have recorded a better tone. The shortness of receipts has sustained prices in the south, while the demand for turpentine is described as of a very moderate nature. Savannah reports show that the recent cold nights have tended to check the flow, and thus may somewhat delay the new crop. Buyers of turpentine feel disinclined to purchase in a freer manner until new receipts commence in increasing volume. Meanwhile, stocks have been diminishing, and the old crop in the woods is described as pretty well gathered in.

VARIATION NOTED IN LINSEED OIL PRICES

Toronto.

Following the weakness in the flax seed markets, some slight recessions have been recorded in certain quarters in linseed oil prices. Current quotations on the domestic markets, therefore, again show a range, some variation in local prices having developed, due to the maintenance of previous levels.

The oil market recorded a downward tendency in sympathy with the weakening flaxseed quotations, and also as the result of keen competition evident between crushers for current trade. There has recently been a larger volume of inquiry reported on the local market for linseed, but extensive commitments are scarce, probably due to the reacting seed situation. Argentine developments are attributed to a slackening in the current demand from European sources, and this condition is looked upon as temporary in some quarters as a recovery in this direction would naturally develop a firmer undertone.

Local quotations of $1.04 for raw have been recorded, while in other cases the price of $1.10 is still evident. It is noted that eastern markets again record a further recession, and the following prices, therefore, represent the average levels for linseed oil appearing locally:

LINSEED OIL—

	Per Gallon	
	Raw	Boiled
1 to 2 barrel lots	1 07	1 10
3 to 4 barrel lots	1 06	1 09
6 to 9 barrel lots	1 04	1 07

Less barrels, add 15 cents per gallon.

MINOR FLUCTUATIONS NOTED ON TURPENTINE

Toronto

Some minor fluctuations continue to be evident in the primary turpentine markets, but these changes have not resulted in any reflection on local quotations. The current domestic levels remain at the revision noted in last week's report, with no additional changes having been announced.

Recent reports from the south tend to show that the Spring demand will find the primary markets not too well supplied with turpentine, although the new crop will be available within the next few weeks. The initial movement of this, usually becomes a factor in the current situation, but no marked developments are anticipated in this direction this season. Export trade from the south is described as dull, with consumers on both foreign and domestic markets tending to postpone purchases on a large scale until the new crop develops.

The supply available at Savannah is described as unusually small, but whether stocks are depreciated to that extent, or whether producers are holding tanked turpentine against an improved demand, is not evident at present. Seesaw developments in quotations at primary sources are recently noted, a condition which is expected to continue in some quarters during the ensuing weeks. Following are the average local price levels:

TURPENTINE— Imp. gal.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

1 barrel lots	1 25
5 gallon lots	1 40
2 to 4 barrel lots	1 24

Less than 1 barrel lots—15 cents per gallon extra

SHORTAGE OF SHELLAC IN PRIMARY CENTRES

Toronto.

The shortage of shellac, noted in last week's report, still continues at primary centres, and prices remain withdrawn in some quarters on the local market. Other quotations are stated as nominal, with sharp advances reported on shellac gum in several centres. Cable advices report short crops in India, with stocks at Calcutta nearly exhausted, owing to the internal disturbances recently noticeable interfering with the transportation of supplies from the interior. On account of the political situation, a natural hesitancy is evident regarding shipments for future delivery. It was pointed out that if the markets were in a normal condition, orders would probably take on a better complexion in the near future, but under the existing circumstances, the trend of futures is decidedly uncertain.

PITTSBURG MARKETS

Continued from page 55

to get concessions down to $2.30 or even $2.25. In the past three weeks there has been no shading at all in evidence, the market being firm at $2.40.

Sheets Improve.—On the surface at least the sheet market looks stronger. That is, the Wheelin Steel Products Co., announced on March 22, that on April 1, its prices would be advanced $3 a ton, and the trade has been looking for other producers to make somewhat similar announcements. However, it is not certain that such episodes really prove the sheet situation to be stronger, for in some quarters it is said that the mills in general are booking little business at current prices and announcements of advances to be made in future may have as their chief object the driving in of business at current prices.

In tubular goods there is shading still, but there is no evidence that the shading is greater than a month ago, and it may be somewhat less. In tin plate there is a very steady market, large lots going at $4.60 and small lots at $4.75.

From the points mentioned, and other considerations, it is plain that the decline has ended and steel prices are in general presenting a stiffening tendency.

The Future of Demand.—There is much more divergence of opinion as to the future of the steel market than there has been at any time for a long while. The lines of division are clear cut. The difference is not as to the actual facts so much as to the interpretation of the facts. Some assert that steel demand will continue to increase, because it has been increasing since the first of the year and spring has now arrived. Others assert that the increase in demand lately has not been in keeping with the general industrial and financial situation and claim part of the buying has been for replenishment of stocks, hence does not need to be done over again. Some observers with long experience contend that it is plain the country is not actually consuming steel at the rate at which deliveries from mills are being taken.

April will undoubtedly tell which party is right. If there has been much stocking, part of it at least has been prompted by fear that after April 1, on account of the union walkout at the bituminous coal mines, the production and shipment of steel might be interfered with.

Link up your business with

"RAMSAY'S Perfecto Cold Water Wall Finish" for interior use.

Made in white and eleven beautiful shades, is Non-Poisonous and spreads easily. Besides being an economical finish to use, "PERFECTO" is a very sanitary wall covering.

"RAMSAY'S Ideal Cold Water Finish"

for exterior work cannot be equalled—it is a Fire Retardant and is manufactured in white and six delightful shades, from which any number of tints can be produced.

Write for color folders and full particulars.

A. Ramsay & Son Company

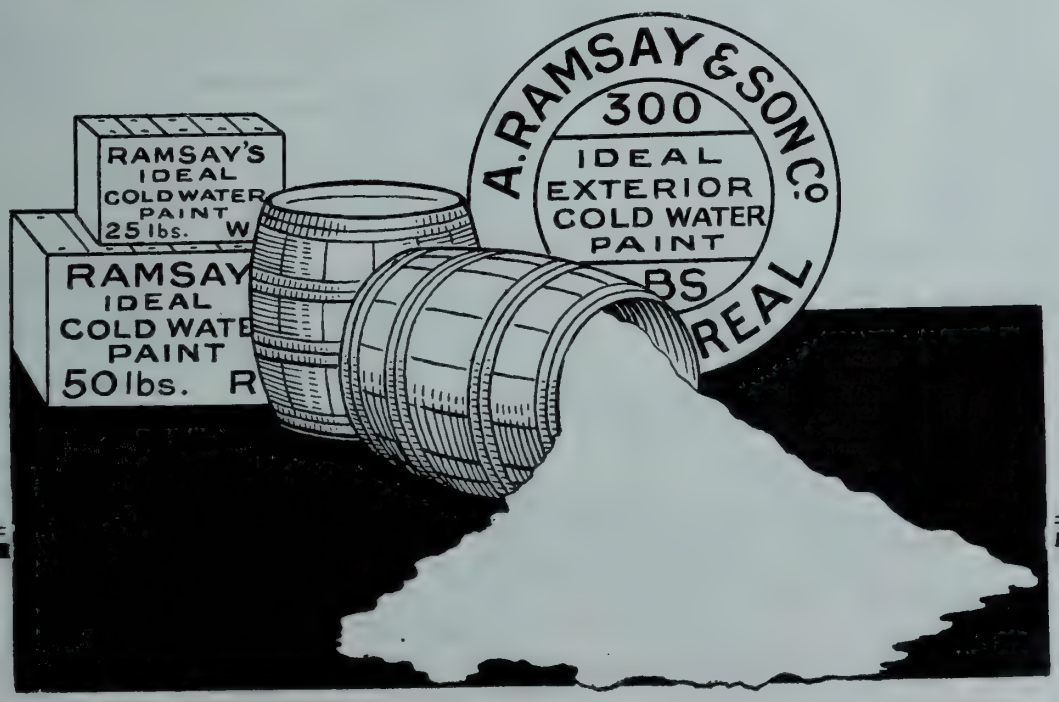
Makers of Property Preserving Paints and Varnishes for 80 years

Montreal

Toronto, 49 Colborne St.
Edmonton District Distributors
Revillon Wholesale, Ltd., Edmonton

Winnipeg, 123 Bannatyne Ave. E.
Nova Scotia Distributors
James Simmonds, Ltd., Halifax, N.S.

Vancouver, 167 Pender St. W.
Calgary District Distributors
The McDonald-Baker Co., 818 8th Ave. W., Calgary



If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition —Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 60
Hunters' axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6 inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each, each.. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do. special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 85%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tu[illegible] real	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag, f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots— Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.

RUSSWIN—Each, No. 0 $1.65; No. 1 $2.00; No. 2 $2.40; No. 3 $3.25; special prices for ½ doz. lots, or more.

F.O.B. Montreal. Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper. $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 80	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 29	0 27
Soft [illegible] plain [illegible] oz. and heavier, lb.	0 32	0 28
Pl[illegible] oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

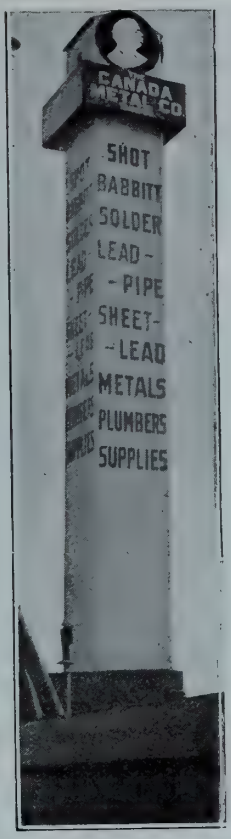
CORD (SASH)

No. 6, 53c per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.— Montreal, $7.75; Toronto, $8.00; London, $7.75.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification.

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.

TORONTO MONTREAL WINNIPEG VANCOUVER

Even Better Than Pre-War

During the war, the best steels and materials were reserved for war purposes, and the best mechanics put on war orders.

Now, the best steels and materials are again obtainable, including English Seamless Tubing for C. C. M. Frames.

The best mechanics are on the job again with their skill improved as a result of the accuracy demanded in their delicate time fuse work.

Consequently, the quality of C. C. M. Bicycles is even better to-day than in the days before the war.

Better quality—new reduced prices! That's a winning combination to stir up bicycle sales this summer.

Have you our new catalogue and prices?

C·C·M· Bicycles

Cleveland-Perfect-Massey-Columbia-Red Bird-Gendron-Ivanhoe

"The Bicycles with the C.C.M. Triplex Hanger"

Canada Cycle & Motor Company, Limited

Montreal, Toronto, WESTON, ONT. Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.
Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per Cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ...7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
3, $11.50; F.o.b. Toronto.
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10;

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%. List.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. 1 85 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 2 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, Water motor 28 00
Whirlpool, water power .. 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive .. 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.
Liquid Veneer $16 00
O-Cedar, large, with handle 16 00
Do., with handle, small... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 30
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Bring the Automobile Owners To Your Store With

SHERWIN-WILLIAMS AUTO FINISHES

—A group of Sherwin-Williams "Cover The Earth" Products, made specially for the refinishing of automobiles.

No man likes to drive a shabby car. And not every man is disposed to incur the expense involved in having his auto refinished by a professional. Sherwin-Williams' Auto Finishes simplify the problem, because by their means any car owner can himself make an old car look like new at a trifling expenditure of time and money.

The line is complete and includes

Auto Enamel	Tire and Mat Paint	Lining Dye
Auto Polish	Rim Paint	Leather Seat Dressing
Auto Metal-Brite	Mohair Top Dressing	Gasket Shellac
Flat Black Lamp Enamel	Rubber Top Dressing	Engine Enamel
	Flaxoap	

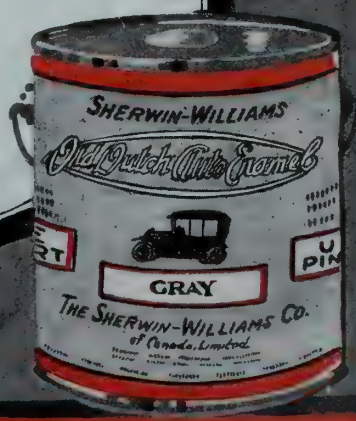
—each one made up to the world-famous "Cover The Earth" quality standard.

The S.W. Agency will connect you with the demand for these and the other S.W. Paint Products. May we send you full particulars?

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX N.S., LONDON, ENG.



"Save the surface and you save all" Paint & Varnish

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod
1848	0 67
2060	0 72

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	per 100 lbs.
Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0 20.0

List, less 15 per cent.

Polarine, per gal. list	1.00
Polarine, medium, list	1.00
Polarine, heavy, list	1.00
Polarine, special heavy	1.00
Polarine, ex-heavy, list	1.25

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil. A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES—	Per Case
5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C. Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	78 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE TIN

20x28x100 lb. basis, box	$17 50
20x28xIC, 112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

		Toronto
Samson, 1 ply, roll		$ 2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00

Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85

Do., 18" wide 3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
British manila, basis	.20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.30; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

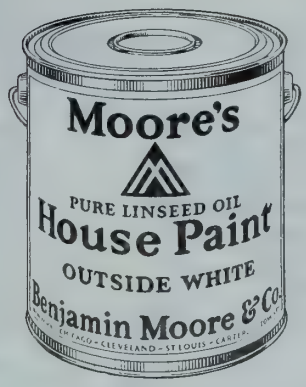
Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 [illegible]

A CUSTOMER WHO BECAME A "BOOSTER"



Satisfied customers are among the greatest assets of a retailer or a manufacturer. That Moore's House Paints create satisfied customers is borne out by a letter received by Latham's Hardware, Ltd., Moose Jaw, Sask., as follows:

446 Ross St. W.,
Moose Jaw, Sask.

Messrs. Latham's Hardware, Ltd.,
Moose Jaw, Sask.

Dear Sirs:—

As many people have admired the color effect on the house which I recently painted, I feel that it is only right that I give the credit to the paint, (Moore's). I am not a painter by trade but I experienced no trouble in applying the paint and the result was one that gave me complete satisfaction.

I have no hesitation in recommending Moore's paints.

Yours sincerely,
J. McInnis.

Moore's line of finishes is bringing repeat business to retail hardware men in all parts of Canada. If you have not investigated the possibilities of Moore's line we would like to place our proposition before you. If we can get together we will both benefit.

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

TORONTO **WINNIPEG**

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.60
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz.... ...... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 48 00
Grand Rapids, nick., cyco b.b. 56 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's) Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263	—50 ft. Challenge Stl.	4 95
103	—50 ft. Reliable Jr., Stl.	5 25
243	—50 ft. Rival Steel ...	4 40
553	—50 ft. Steel	3 95
1243	—50 ft. Rival Jr., Steel .	4 06
603	—50 ft. Metallic	3 17
604	—66 ft. Do.	3 54
403	—50 ft. Linen	2 39
		Dozen.
713	—50 ft. Ass Skin	6 15
714	—66 ft. Ass Skin	7 37
143	— 3 ft. Steel Pocket ...	7 27
145	— 5 ft. Steel Pocket ..	9 20
175	— 5 ft. Linen Pocket .	6 35
165	— 5 ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2, 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket

TWINE, BINDER per ft
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks. Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans List, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd. net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 76
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge. Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire. 15c.; bright, soft drawn, 25c-70c
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOMS TALKS.

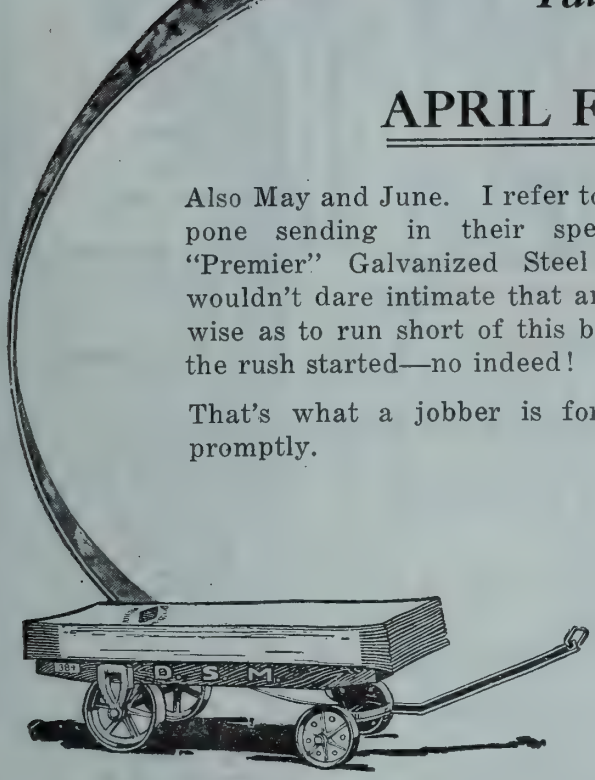
Talk No. 352

APRIL FOOL!

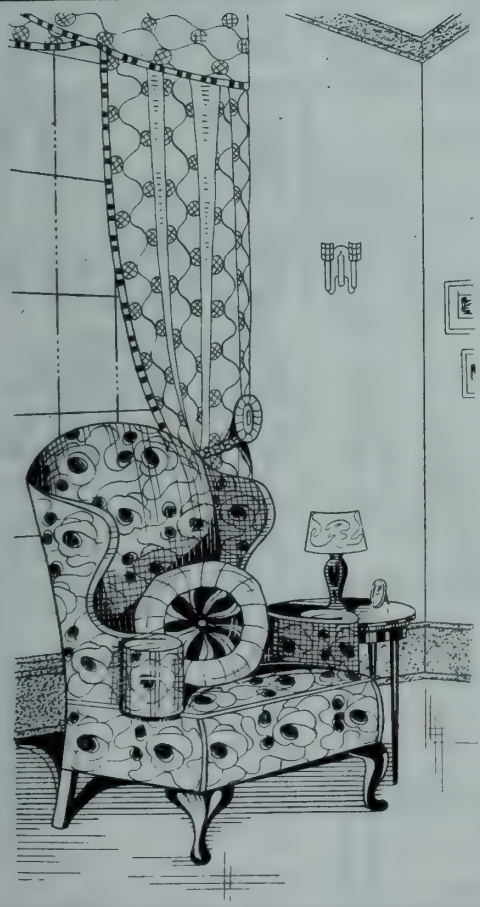
Also May and June. I refer to the sheet users who postpone sending in their specifications promptly for "Premier" Galvanized Steel Sheets. Of course we wouldn't dare intimate that any jobber would be so unwise as to run short of this basic commodity just when the rush started—no indeed!

That's what a jobber is for—to handle your orders promptly.

TINKER TOM.



MADE IN PREMIER CANADA



Simply Mix With Water

There is no trouble—no difficult blending with Alabastine. Just mix the powder with hot or cold water and apply with a flat brush. One coat is sufficient to give a rich, soft tint. It dries quickly, leaves no brush marks and will not rub off.

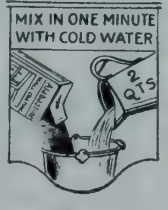
Mix In Hot or Cold Water

Alabastine

Avoid imitations. There is only one Alabastine.

Each year Alabastine is used more and more. This year, 1922, is bigger than ever, partly because of our big advertising campaign and partly because of the new Opaline Effects that our salesman will tell you about.

Ask the Alabastine Salesman about color cards, window trims and other sales helps so you can get your share of 1922 business.



Retail Prices 2½ lb. package 40 c.
5 „ „ 75 c

The Alabastine Co., Paris, Ltd.
PARIS, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	...0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0-26
Packages	30-38
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$4 00
Ad-el-ite, tints, gal.	3 75

COLORS IN OIL, PURE

	1 lb.	5 lbs
Venetian red	0 27	
Indian red	0 40	
Chrome yellow, pure	0 50	
Golden ochre, pure	0 34	
French spruce ochre, pure	0 29	
Greens, pure	0 35	
Siennas	0 37	
Umbers	0 36	
Ultramarine blue	0 70	
Prussian blue	0 95	
Chinese blue	0 95	
Drop black	0 42	
Ivory black	0 44	
Signwriters' black, pure	0 50	
Lampblack	0 50	
Imperial black, 25-lb. irons	0 39	

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 45
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry,	6 75
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 60 1-lb. pkgs.	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼ lb. pkgs	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.

Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.

Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS— Fly Creonoid

Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 25
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3.75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tons, colors	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—	
Barrels	0 60 0 60
Half barrels	0 65 0 65
5s, gal.	0 70
1s (case 12 gals.)	8 50 9 50

H. T. & A. Co.'s Creosote Oil—	
Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.	0 33
50 and 100-lb. drums, per lb.	0 31
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25

SHELLAC	Pure	Pure.
Per Gal.	White	Orange.
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Fakoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C. P. C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 89
Do., No. 2	4 45
Do., Floor	4 00
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 60
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 66
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 35
Kyanize Interior and Floor	4 95
Luxeberry Light	4 75
Luxeberry, granite	4 00
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 15
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 80
Dougall Transparent, floor	4 40
Do., Nogloss, interior	4 40
Do., Interior,	4 40
Copalite	4 00
Adelite, No. 103, Floor	2 90
Adelite, No. 105, Flat	3 00
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 10½

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White.	Colors.
Frescota	$8 50	$9 50
Decotint	$7 00	00 00
Perfecto	8 50	9 50
Solpar	8 50	9 50
C. D. Wall Coating, white	8 75	
Do., colors		9 25
Alabastine 300 lb. bbls	7 00	7 50

Hygienic Kalsomine.	per 100 lbs.
300 lb. bbls.	$7 00 $8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkts.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 18c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	30 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 45
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	0 35
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1 75

PILKINGTON
BROTHERS ~ LIMITED

GLASS

FOR

Every Constructional Purpose

No matter what your purpose, there is Pilkington glass to meet the requirements in the best known way—polished or bevelled plate glass—mirrors—window glass—polished wire glass—ribbed or roughcast—ribbed rolled — prismatic—chipped, muffled, enamelled, fluted—EVERYTHING! And it is made up to the thorough, modern British standard by highly skilled Canadian workmen.

Factories :

Thorold, Ontario **St. Helens, England**

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	..$23 50	.....	.....
32 Short	.. 23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip **Horn, 27c a lb.**
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	....$6 00	18/16	....$12 00
4	...... 5 00	19	...... 14 00
5	...... 5 00	20	......14 00
6	...... 5 00	21	...... 16 00
7	...... 5 00	22	...... 16 00
8	...... 5 00	23	...... 16 00
9	...... 6 00	24	...... 18 00
10	...... 6 00	25	...... 21 00
11	...... 7 00	26	...... 21 00
12	...... 7 00	27	...... 24 00
18	...... 8 25	28	...... 24 00
14	...... 8 25	29	...... 27 00
15	...... 9 50	30	...... 27 00
16	...... 9 50	31	...... 30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	........$15 50	$19 00
Double Bit	....	24 00
Broad Axes	....	60 00

AXES, BENCH

Single Bit	.... 10 80	13 00
Double Bit	... .	17 00
Broad Axes	....	56 00
No. 5	....	27 70
No. 6	....	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned. $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank..	45%
Straight shank	45%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3", 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ...	3 75
Mounted on steel frames ..	7 75

to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	18 65
Ball Face	Doz.
No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. 26 Eng.	6
24	6 75
22	6 75
18 and 20	6 60
16...	6 45

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 05
Mrs. Potts' No. 50, set	2 15

Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft., $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums. $14.35 per 100 lbs.

LINSEED OIL

Raw	1 15
Boiled	1 18
	Per ga..

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt .	.....	$10 50	$11 00
Empress .	.....	12 50	13 25
Daisy . ..	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade .	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld..	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Tires - Paints - Oils
That Will Sell to Farmers

The names and trade-marks illustrated on this page represent goods widely advertised to farmers through the oldest and largest farm paper in the West. The readers of The Nor'-West Farmer—78,000 farm families—know these goods and will purchase them with every assurance of satisfaction and value.

These lines will sell easier, produce larger profit through quick turn-over and be more acceptable to farmer buyers. They will get the lion's share of business this spring. Tire and spark plugs must be purchased, oils are a necessity, and the use of paint is a great economy. Link up your store with this advertising by stocking these lines and increase your sales.

We will undertake to supply cuts for local advertising but suggest that the most satisfactory way to secure these is from the manufacturer or distributor direct.

The Nor'-West Farmer
The Pioneer Farm Journal of Western Canada
WINNIPEG

CHAMPION

Goodyear

LODGE

DOMINION RUBBER SYSTEM AND ASSOCIATED COMPANIES

GARGOYLE Mobiloils
A grade for each type of motor

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
BRANCHES IN ALL CITIES

K&S Supreme Cords
THE TIRE SENSATION OF 1921 WILL BE YOUR CHOICE FOR 1922

Resist deadly heat and friction VEEDOL *Motor Oils and Greases*

SILKSTONE
REGISTERED TRADE MARK
Flat Wall Colours

William Penn Motor Oil
North Star Oil & Refining Company LIMITED

Kyanize

En-ar-co
SCIENTIFICALLY REFINED MOTOR OIL
CANADIAN OIL COMPANIES LIMITED

COVER THE EARTH
THE SHERWIN-WILLIAMS CO.

SUNOCO
MOTOR OIL
MARSHALL-WELLS COMPANY, LIMITED

Gutta Percha & Rubber Limited

Goodrich

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor .	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine ...	0 52
Melrose Harvester machine..	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
½-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 87, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge 5 35
12 gauge 5 40
14 gauge 5 45
16 gauge 5 50
18-20 gauge 5 90
22-24 gauge 6 00
26 gauge 6 10
28 gauge 6 40

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4, in., $4.75 base. Rounds, over 3 to 6 base $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0........	$2 40	$....	$..
No. 1........	2 85	6 20	3 85
No. 1½......	4 35	7 85	5 70
No. 2........	6 00	11 00	9 00
No. 3........	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—

Stephens' Luminette, gal. ... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE
XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½

COLORED
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J 0 11
Keen 0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional $7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 00
Cast, plain, 10 in. 15 60
12 in. 18 80
14 in. 24 00

WHEELBARROWS Each

U. S. ....$ 6 60
General purpose 7 90
Stone 18 75
Navvy, doz. 105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $2.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—
6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle—
6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	Black. (Dozen)	N. P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent $69 00
New Era 76 50
Universal 40 50

The Trade Mark behind the "Hardware House of Quality"

The Largest Wholesale Hardware Dealers in Canada

ARE YOU READY FOR THE SPRING PAINT TRADE?

Before you know it the snow will be gone and your customers will be asking for DIAMOND "A" and KYANIZE

Here are Two Lines that REPEAT:

DIAMOND "A" PAINT is an absolutely Pure House Paint, and is sold subject to chemical analysis.

KYANIZE makes Floors and Furniture like new. It is the most durable Finish made.

Order Your Supply For Spring To-day

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY

WINNIPEG, MANITOBA LIMITED

If interested tear out this page and place with letters to be answered

Enter these 2 Important Contests

"Save the surface and you save all"—*Paint & Varnish*

Window Display Competition

CONDITIONS.—This competition is open to any dealer or dealer's clerk. The "Save the Surface" window trim and slogan must be a part of the display. Preference will be given to those windows which illustrate to the greatest advantage the idea of protection and preservation as embodied in the "Save the Surface" idea.

1st Prize $50
2nd Prize $40
3rd Prize $25

Send photographs of window trims with your name on back

Newspaper Competition

CONDITIONS.—Open to any dealer or dealer's clerk. For the best Paint and Varnish advertisement appearing in your local newspaper. The "Save the Surface" slogan must form a prominent part of the advertisement. Awards will be based on the uses of the Save the Surface arguments in the most unique and novel way to attract the attention of the local trade.

1st Prize $50
2nd Prize $40
3rd Prize $25

Send copy of newspaper in which your advertisement appears

The Save the Surface Committee will act as judges of both contests.
Merchants or clerks may contend for one or both of these contests.
Photographs and newspapers must be in the Committee's hands on or before July 1st, 1922.

Save the Surface Campaign

509 Royal Trust Chambers
107 St. James Street
MONTREAL

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If interested tear out this page and place with letters to be answered

"The Kind Your Grandfather Used"

BADEN

The Standard by Which Linseed Oils Are Compared

There is always a standard in everything. It is instinctive for man to set up something to measure by. Men measure their "commodities" and "ideals."

Baden is a simple word that measures both.

Back in 1864 the founder of this company conceived an ambitious plan. He believed that if he manufactured a perfect linseed oil, success was assured. He was right. Time has proved that the world can and does reward such merit. To-day, after 58 years of test and trial under all sorts of conditions, **Baden** is the standard by which all others are compared.

When you order linseed oil—just say **Baden** Oil. The jobber then knows you demand the best, guaranteed, linseed oil on the market.

The Dominion Linseed Oil Company

Limited

Baden Toronto Montreal Winnipeg

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Ideal Aluminum Products, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
H. W. Cooey Arms & Machine Co., Toronto, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ATHLETIC CLOTHING
A. W. Moyer & Co., Toronto.

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Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Canada Foundries & Forgings, Ltd., Welland, Ont.

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Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

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Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
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BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BROOMS
Canadian Broom Mfg. Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING,
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
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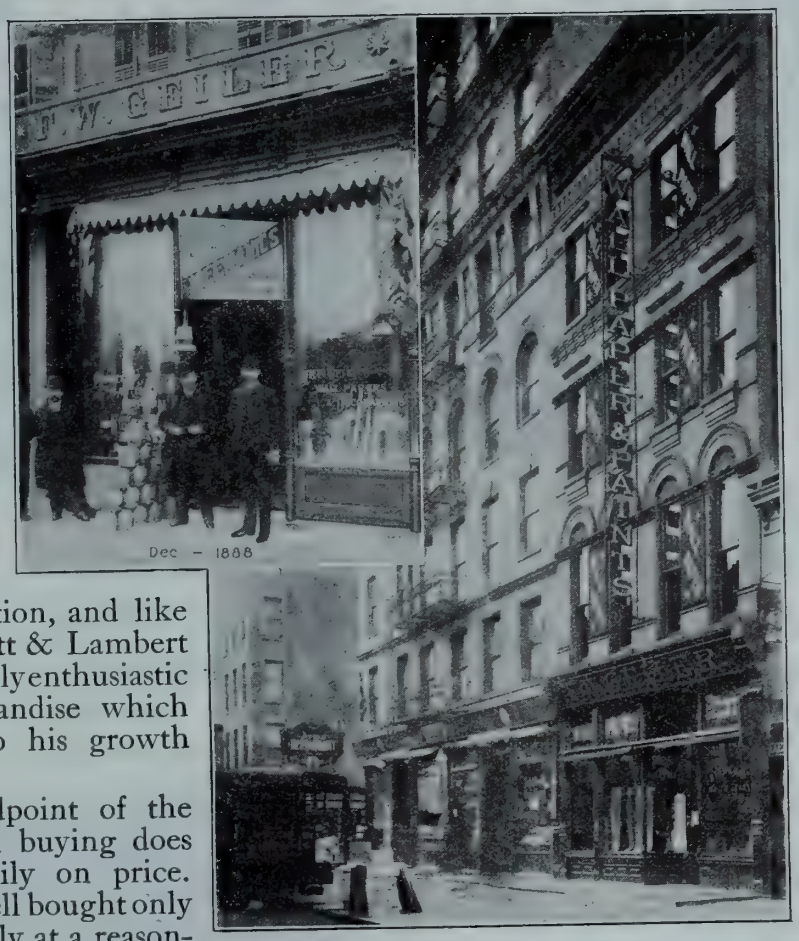
BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

Chose Pratt & Lambert Products for "Leaders" 36 Years Ago!

THIRTY-SIX years ago, in 1886, two years before the small photo was taken, Fred W. Geiler, head of F. W. Geiler, Inc., 2340 8th Ave., New York, chose Pratt & Lambert Varnish Products as "leaders" upon which to build a substantial reputation for high-grade finishes. His success has proven the wisdom of that early selection, and like many another Pratt & Lambert dealer, he is naturally enthusiastic about the merchandise which has contributed to his growth and profits.



For 36 years on one block between 125th-126th Sts., New York

From the standpoint of the retailer, successful buying does not hinge primarily on price. Merchandise is well bought only when it sells readily at a reasonable profit.

Write *today* for particulars of the Pratt & Lambert Dealer Proposition and get some of the business which high-grade national advertising is creating for dealers.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Paint's Journal

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y

CHISELS, CAPE, COLD, ETC.
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Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

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The United Royalties Corp., New York, N.Y.

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Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
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Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

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Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
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The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
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COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

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James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

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Goodell-Pratt Co., Greenfield, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

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The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
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Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
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G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

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Trimont Mfg. Co., Roxbury (Boston, Mass.)

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
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Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

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Cameron & Co., Toronto.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Kasement Skreene Door Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland Ont
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

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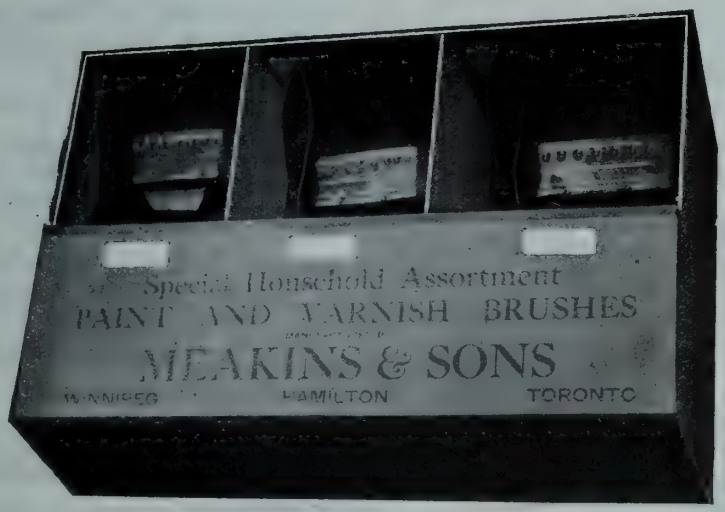

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Hamilton Ontario

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Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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Wheeler & Bain, Ltd., Toronto, Ont.

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Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

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EGG CASE FILLERS
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Walter Woods & Co., Hamilton.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Canadian Edison Appliance Co., Ltd., Stratford, Ont.
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The National Electric Heating Co., Ltd., Toronto.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

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John Oakey & Co., Ltd., London, Eng.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

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Jas. Gartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

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Chicago Spring Butt Co., Chicago, Ill.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

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The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

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The Standard Meter Co., Limited.

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The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
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Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
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Gutta Percha & Rubber, Ltd., Toronto.

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Jas. Morrison Brass Mfg. Co., Toronto.

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The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
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Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Bridgton, N. J.

GLASS CUTTING BOARDS
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Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

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Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

A typical farm building showing effect secured after covering with Everlastic "Rubber" Roofing

Are You Ready for Spring Business?

All indications point to a record year in the sale of Barrett Roofings and Roof Repair Materials; for people are going to spend their money carefully. If they can patch the old roofs to last another season, they're going to do it. And if they have to buy new roofs they're going to demand roofing of proved dependability.

Seventy-five years' experience has given The Barrett Company, Limited, a thorough knowledge of roofing requirements. All over the Dominion, the name "Barrett" stands for honest goods at honest prices.

Better be ready — place your order now for these popular Barrett products!

Everlastic "Rubber" Roofing

The recognized standard among "rubber" roofings. Famous for its durability. Made of high grade, waterproofing materials, it defies wind, weather and time and insures dry, comfortable buildings under all weather conditions. Everlastic "Rubber" Roofing is the most popular roll roofing sold in Canada. It is tough, pliable, elastic, moderate-priced and very economical. It is so easy to lay; no skilled labor required. Comes in three weights in rolls containing 108 sq. ft. Nails and cement included in each roll.

Everlastic Multi-Shingles

Made of high grade felt thoroughly waterproofed and mineral surfaced in beautiful natural colors, either red or green. Come in strips of four shingles, and so can be laid quicker and at far less cost for labor than ordinary shingles. Produce a roof of artistic beauty worthy of the finest buildings, and one that resists fire and never needs painting.

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In a class by itself among roof repair materials. A big seller everywhere—a sure repeater.

Unequalled for resurfacing old and worn-out prepared and "rubber" roofings. Comes ready for use, is easy to apply, and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

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VANCOUVER TORONTO
HALIFAX, N. S. ST. JOHN, N. B.

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THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
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GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Clemsan Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

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Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa
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Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
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INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

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London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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London Rolling Mill Co., Ltd., The, London, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
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Millers Falls Company, Millers Falls, Mass.

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Dure Aluminum Limited, Hamilton, Ont.
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The Wentworth Mfg. Co., Limited, Hamilton, Ont

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Bridgeport Hardware Co., Bridgeport, Conn.

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KNIVES, BUTCHERS' & COOKS'
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
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Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
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Christopher Johnson & Co., Sheffield, England.

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Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

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L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

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The Coleman Lamp Co., Limited, Toronto.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

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Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassefounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
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John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walker Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
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J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
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Goodell-Pratt Co., Greenfield, Mass.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

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E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Stanley Works, New Britain, Conn.
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MOPS
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Sleeper, Hartley, Inc., Worcester, Mass.

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Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

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Canada Linseed Oil Co., Ltd., Montreal, Que.
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North Star Oil Refining Co., Ltd., Winnipeg, Man.
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

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Gutta Percha & Rubber, Ltd., Toronto.

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Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
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W. Walker & Son, Ltd., Toronto.

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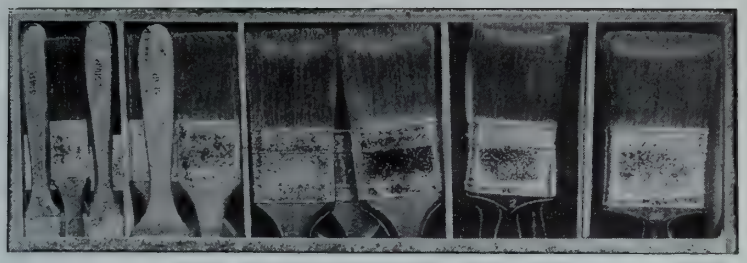

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St. John, N.B.

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Sherwin-Williams Co., of Canada, Ltd., Montreal.

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The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

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Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBES
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

Hardware and Metal Circulation Dominates in Western Canada Because:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, Hamilton, London and Pittsburgh —and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

There are many reasons why Hardware and Metal covers Western Canada as thoroughly

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

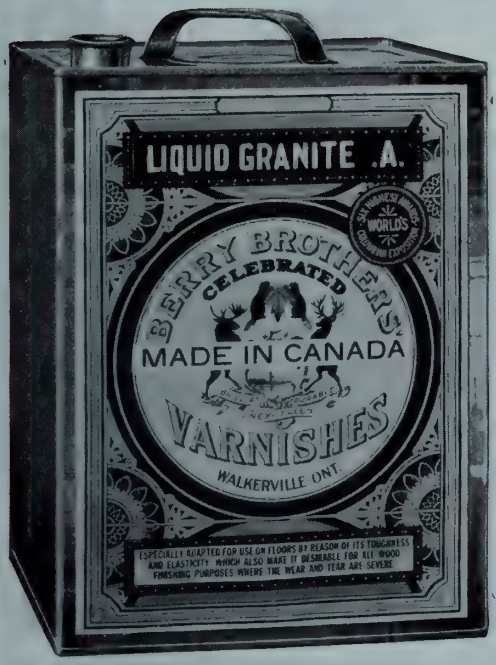
Montreal Branch, Southam Building **Winnipeg Branch, Confederation Life Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered

Liquid Granite

THE FLOOR VARNISH MOST PEOPLE BUY



The fact that there is more Liquid Granite actually sold in Canada than any other floor varnish on the market, guarantees profitable business for the dealer handling this line.

Meet Spring demands with Liquid Granite and you will have satisfied customers.

MADE BY

BERRY BROTHERS INC

World's Largest Makers Varnishes and Paint Specialties

WALKERVILLE, ONTARIO

Branches: Toronto, Winnipeg, Moncton, Montreal

CARTER'S

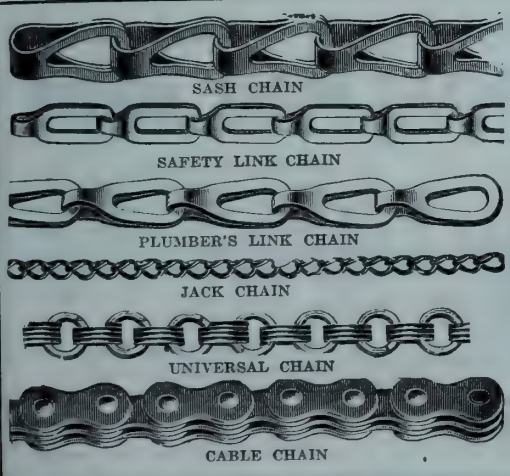
Every Paint Buyer Knows Carter's Genuine Dry Red Lead

Carter's is a quality Lead. Made from the very best grade of Canadian Pig Lead, it is highly Oxidized and ground very fine and when mixed with pure linseed oil it possesses unusual covering capacity.

Your paint customers will appreciate Carter's Genuine Dry Red Lead because of its unchanging uniformity of film.

Get prices on this and on the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal



SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS

4 Tube Revolving Punch

REVOLVING SPRING SEMCO TURRET

PUNCHES

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAIN"

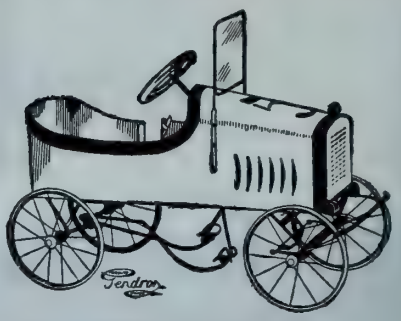
BRIDGEPORT, CONN., U. S. A.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

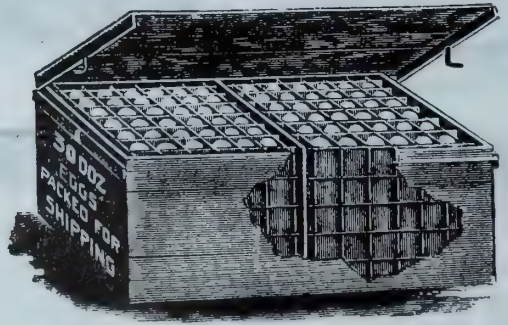
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

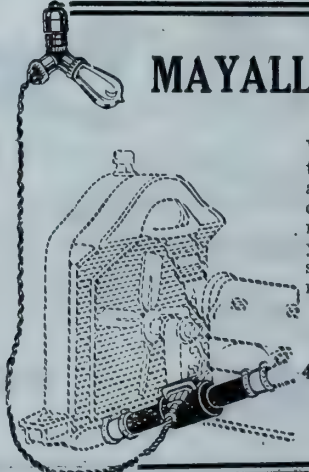
CANADA WIRE & IRON GOODS CO.
HAMILTON

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates
511 St. Catherine St. West, MONTREAL, CANADA

MAYALL MOTOR HEATER



We will send on request an electro for your local newspaper advertising. Use it; show your customers how this simple, economical, efficient heater heats your engine from any lamp socket. Keeps the engine warm; makes easy starting.

Motor Sundries Corp.
Head Office and Factory:
414 Eastern Ave., Toronto Ltd.

Also manufacturers of Hurst Motor Heater, Float-a-Ford Shock Absorbers, Mayall Flat-Spring Bumper.

If interested tear out this page and place with letters to be answered

ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operative fighting spirit?

The Fault May be Yours?

Your salesmen, and wholesalers who help sell your goods, have a right to expect co-operation. They have a right to expect that the house they are selling for really believes that good business is to be secured. They have a right to question if the whole responsibility of selling should be placed on them. Advertising is the strongest co-operation you can give them to show that you believe in your business. Powerful copy consistently running in your dealers' specialized business paper, will stimulate dealers' interest in your goods; will encourage the salesman in his work; will help to make him a fighter, —and to sell more goods. And you know when you can get the influence of the progressive dealer behind your goods you have the biggest merchandising force in the country working for you.

Let HARDWARE AND METAL help you get the fighting spirit in your sales organization and help you line up 4,000 progressive merchants behind your goods.

HARDWARE & METAL

Southam Bldg., Montreal
Confederation Life Bldg., Winnipeg
153 University Ave., Toronto
Carter-Cotton Bldg., Vancouver

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

Polar

Express Freezer

A LE TINCO Product

CAPACITY 2 QTS. (WINE)

Simple
Speedy
Economical

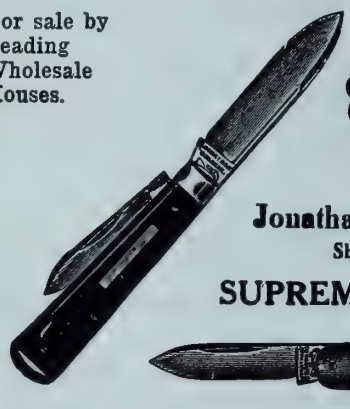
RETAILS $1.50

Send to-day for prices

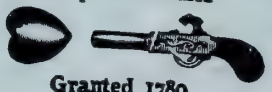
Leslie Tinware Co. Limited

OTTAWA ONTARIO

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

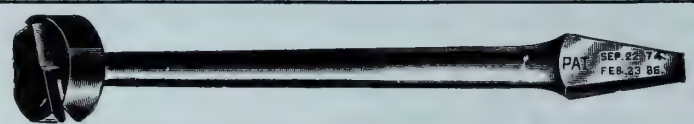
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U. S. A.

FORSTNER BITS

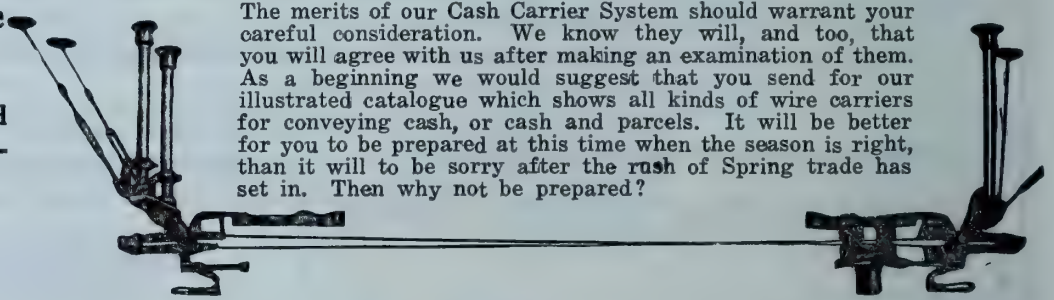
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Why Not Have a Double Check on all Sales?

All kinds of Wire Cash and Parcel Carriers and Pneumatic Tubes.

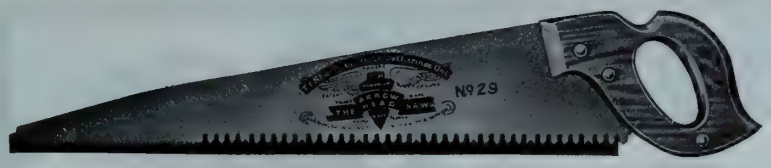
Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, ONT.



The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?

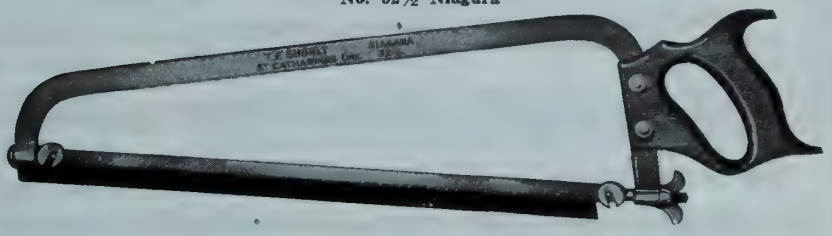
Subscription price of HARDWARE and METAL is $4.00 per year or less than eight cents per issue.



No. 29 Arrow Head

We have a complete line of Pruning Saws. Here are two of them. Is your stock in shape for spring business? Our line will complete it. Our new catalogue is yours for the asking.

No. 32½ Niagara



Manufactured by

T. F. Shurly Co., Limited

St. Catharines - Ontario

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,

Have established and maintained their reputation, for superiority, against all Competitors, from

THE YEAR SEVENTEEN HUNDRED & FIFTY,

and are still in increasing demand. As in the past, it is the unalterable

DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.

WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
F. G. Maxwell & Co., 707 Union Trust Buildings, Winnipeg, Manitoba.

AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

No. 9990

"COCK KNIFE"

Corporate Trade Mark Granted 1772

Rawson Brothers

SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

AGENTS: C. C. CRAIG CO.
281 McDERMOTT AVENUE
WINNIPEG

Stocks always on hand

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Barnes Canadian Springs

Precision springs of highest grade, made to your specifications for use in the manufacture of engines and machinery of all descriptions.

Stoves, Pumps, Electrical Appliances and Special Devices.

We stand behind our products and would be glad to co-operate with you on your spring designing.

The Wallace Barnes Co.

Limited

Hamilton Ontario

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS IN A GOOD DAIRYing county of Eastern Ontario. Stock about $10,000. Box 547, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS ON main street of a northern Ontario city. Stock about $22,000, turn over three times. Best industries located in city. Apply Box 560, Hardware and Metal.

HARDWARE BUSINESS; ONE OF THE MOST up to date in Ontario. Stock about twenty seven thousand and up to date fixtures. Owner has other business and will sacrifice at fifty five cents on the dollar for quick sale. Address Box 708, Hardware and Metal.

WHOLESALE AND RETAIL HARDWARE store, established in Montreal for over thirty years. Average turnover $500,000, situated on one of the most commercial streets. Would be open to consider an offer to dispose of the business as a going concern or would consider partnership with an active man with at least $50,000 to put in the business Write to P. O. Box 2303, Montreal.

One J. & J. Taylor safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.

One J. & J. Taylor Safe 18 inches deep, 2 feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 18, Hardware and Metal.

WANTED

CASH REGISTER WANTED. SINGLE DRAWer receipt printer. Must be in excellent condition. Box 694. Hardware and Metal.

SITUATIONS WANTED

HARDWARE CLERK EXPERIENCED WANTS position. Good appearance, age 27. Last position manager. Best of references. Box 550, Hardware & Metal.

SITUATION WANTED BY YOUNG HARDware clerk having five years' retail experience. Canadian by birth; not afraid of work. Harold Willis, Powassan, Ont.

THOROUGHLY EXPERIENCED RETAIL hardware salesman, capable, trustworthy, energetic, wishes to make a change, wholesale or on the road preferred. Box 803, Hardware and Metal.

POSITION WANTED AS SALESMAN, STOCKkeeper or manager by hardware man. Twenty years' experience. Box 552, Hardware and Metal.

HARDWARE CLERK WITH SEVERAL YEARS' experience in general hardware especially tool and factory supply dept. Is looking for a good position. Box 907, Hardware and Metal.

HELP WANTED

A CHANCE SELDOM MET WITH FOR A live wire with experience and $4,000 to $5,000 to acquire half interest in hardware business in one of the most promising mining towns in Northern Ont., every sign of a big boom this year. Apply The Simpkin Hardware Co., Kirkland Lake, Ont.

Have you any small needs?
Do you want to sell anything?
If so advertise in this paper, and watch Results.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 178 William St., Montreal. Telephone Main 8144.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL

Northland Ski Manufacturing Co. Northland Ski St. Paul, Minn. U.S.A.

World's Largest Ski Manufacturers

We Put Perfection into NORTHLAND SKIS

The finest woods, the most expert workmanship, correct designs. The blue NORTHLAND trade mark on our skis, snow-shoes and toboggans moves them quickly. Mail us your order today.

NORTHLAND SKI MFG. COMPANY
23 MERRIAM PARK, ST. PAUL, MINN.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

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For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Canada Tack & Nail Co., Limited

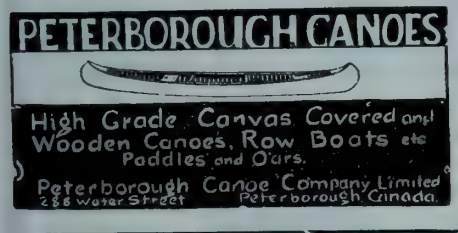
Morrisburg, Ontario — Hamilton, Ontario

Quality Tacks of All Kinds

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

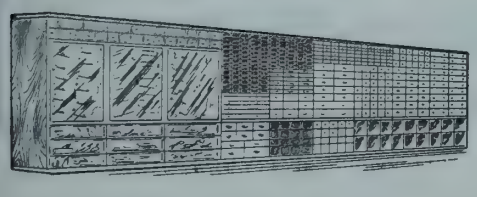
Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.



READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

If interested tear out this page and place with letters to be answered.

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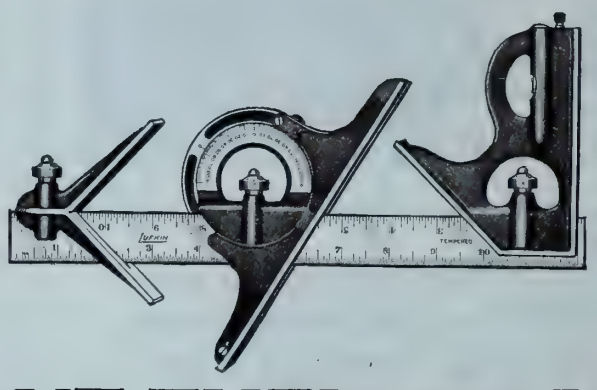
LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE

LUFKIN

MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR ONT.

BISSELL'S SWEEPERS

are essentially SWEEPERS, not CLEANERS, and are an every day necessity. Bissell's have "Cyco" Ball Bearings, 46 years of reputation and a universal consumer acceptance. They sell AT A PROFIT. And so do Bissell Toy Sweepers.

The unusual, dignified and strong color scheme of this display, centered with a pastel reproduction of an "irresistible" woman's head by Gene Pressler, quite warrants the name we have given it. The background panels are in pleasing grays, ranging from very dark to light, set off with very soft tintings at the top and bottom and full color in the oval and on the sweeper. It is an eight color lithographic job on heavy cardboard—forty inches wide by thirty inches high.

The Spring Offer

features a window display that is very different and distinctive in design. It will draw eyes to your window. Offered with factory shipments of a dozen or more sweepers ordered either direct or through your jobber.

BISSELL CARPET SWEEPER CO.

OF CANADA, LIMITED

Niagara Falls, Ont. (Factory), and Grand Rapids, Mich.

Oldest and Largest Sweeper Makers

Save the surface and you save all" Paint & Varnish
From Any Point of View,
CROWN DIAMOND PAINTS-
"Pure With a Good Body"
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 14 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA April 8, 1922

You Cannot Get Away From Figures

There never was a more true statement than the one "Figures Talk". They tell the story. They indicate the preference of the majority.

Draw your own conclusions from these figures. In 1921 our Canadian premiums written amounted to $128,000.00. In the first **Three Months** of 1922 our Canadian Premiums written amounted to over **$80,000.00.** This enormous increase means that we have had the confidence of the hardware trade.

The vital question is—are you with the crowd that is buying its fire insurance protection at one half the Board Companies rates.

Our surplus of $2,000,000.00 provides **SAFETY**

Our selected risks, low expense and low loss ratios provide **50% SAVING**

Our organization provides **SERVICE**

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

PROVINCIAL MANAGERS:

Alberta	Manitoba	Ontario	Quebec	Saskatchewan
C. W. ATHEY, 504 McLean Bl., Calgary	I. E. FAIRCHILD, 802 Conf. Life Bl., Winnipeg	F. A. MARTIN, P.O. Box 137, Colborne	ALFRED BRUNELLE, Room 12, 97 St. James St., Montreal	A. E. ATHEY, 2329 Montreal St., Regina

—*they last longer*

What Columbias Do

—ring doorbells
—buzz buzzers
—provide ignition for Fords when starting.
—fire blasts.
—run toys.
—make telephones talk up.
—furnish ignition for gas engines.

Long life, high ignition power, low cost, all make Columbias the favorite Dry Cell in thousands of homes, on farms, and for industrial uses.

Your customers will appreciate the longer service which only Columbias give. This long life reduces the cost of ignition. The simplicity of Columbias enables any person to make the simple connections which bring the full power of Columbias into action.

Columbias are the only dry batteries consistently advertised on a nation-wide scale.

Order Columbias by name from your Jobber.

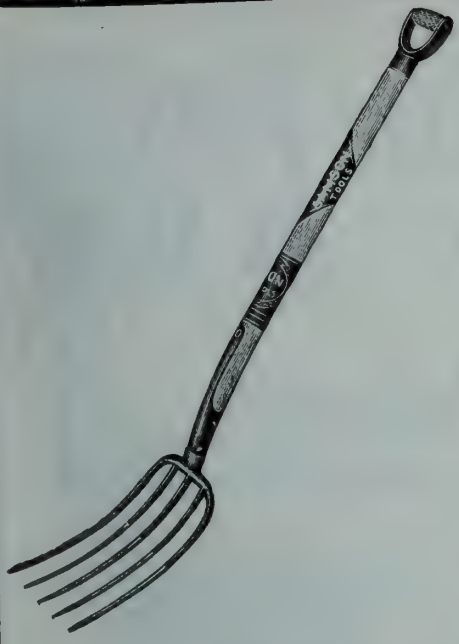
CANADIAN NATIONAL CARBON CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

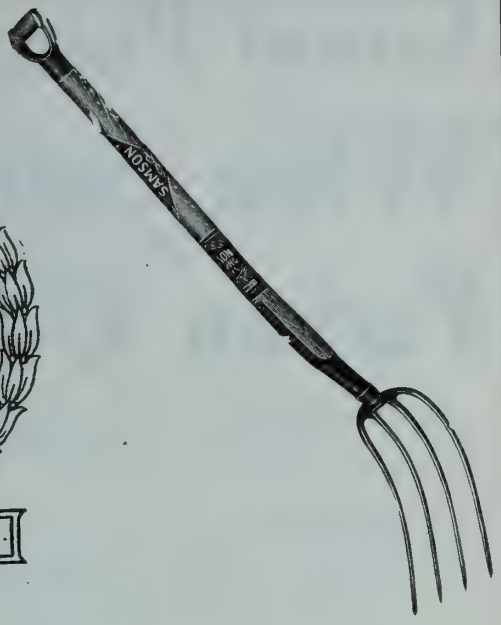
Columbia Dry Batteries

—they last longer

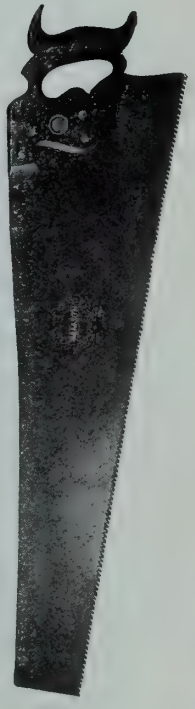
CT5



HOWLAND'S
SAMSON
(TRADE-MARK REGISTERED)
QUALITY
H.S.HOWLAND SONS & CO.
LIMITED
TORONTO.



SAMSON



The *name* insures the quality.

Every line on which this trade mark appears is guaranteed to be all that the name implies.

H. S. Howland, Sons & Co.
Limited
Toronto

If interested tear out this page and place with letters to be answered

Good Points to Use When Selling Puritan Oil Stoves

We are now advertising Puritan Oil Stoves in a national way in Magazines that go into homes in every province of the Dominion. These advertisements are appearing in March, April, May, June and July—the best months for oil stove advertising. Get your name up as a Puritan man. It's a great stove and has a wealth of selling arguments that makes selling easy. Here they are. Read them over.

PURITAN OIL STOVES

Talk These Selling Points

1. Reversible oil container.
2. Solid brass burner.
3. Perfect wick control.
4. Feed pipe is tinned inside and out.
5. Can set wick at different points, such as low, medium and high.
6. Permanent oil level (that is, oil in the burner is always the one height corresponding with the height of the oil in the lower oil container.)
7. Does not affect stove to be out of level. One end can be three inches higher than the other. With a wickless stove the oil will overflow out of the shallow burners, if stove is not absolutely level.
8. You can light and burn the stove without changing the height of the wick.
9. The Puritan Oil Stove is the only short burner stove on the market that will not creep.
10. Burners are comparatively cool while in use therefore increasing the life.
11. Children cannot do any harm by turning the wick.
12. Easy to clean under burners—any food which happens to boil over does not go on the floor on account of the base part under the burner being rounded out.

When you think of profit, think of Puritan. It's a mighty good line. Talk to our traveller or write us direct.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

To Stimulate Sales Offer "Canada"

Flexible Steel Door Hangers

Offer opportunities for your customers to procure Reliable Flexible Steel Door Hangers. Be the magnet of your district for drawing the best custom, by displaying and offering the "Canada."

It runs smoothly and easily on anti-friction steel roller bearings. It uses the same track as our famous "National" Hangers.

The Braced Rail, shown in the illustration here, is ¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The sales for garage requirements and other hardware necessities is expected to be as brisk as ever this year. Therefore receive and hold this profitable custom by offering Canada Steel Goods Company products.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Send for a Catalog, which gives detailed information.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

THERE IS NO CHANGE IN QUALITY

BUT

HAVE YOU SEEN THE NEW FINISH

FAR BETTER THAN ANY
IMPORTED HAMMERS

New Box Labels New Handle Labels

New Finish on Handles

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

Specimen signature of Slaters Burd

SB

Hamilton, Ont.
April 8th 1922

Mr. Dealer;

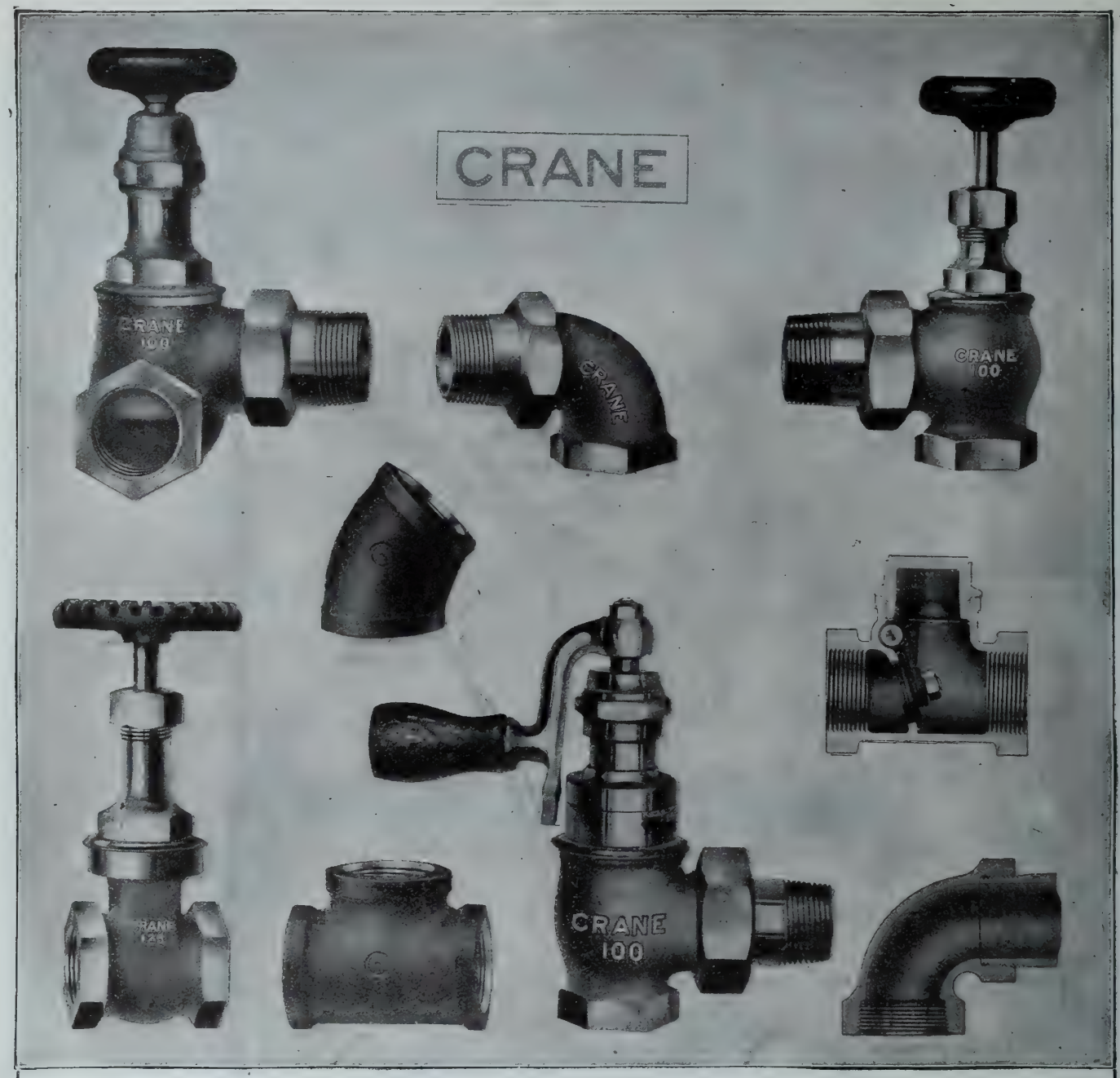
Dear Sir:

We introduce to you a new salesman, Mr. Slaters Burd, who has joined our staff. His particular duty will be to interest your friends in SB goods. You will meet him from time to time as he is on the job here and there. He will assist you to get in friendly touch with your purchasers.

N. Slater Co. Limited
Sales Manager

N. Slater Co., Limited
Hamilton, Ontario.

If interested tear out this page and place with letters to be answered



CRANE VALVES AND FITTINGS FOR HEATING AND VENTILATING

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

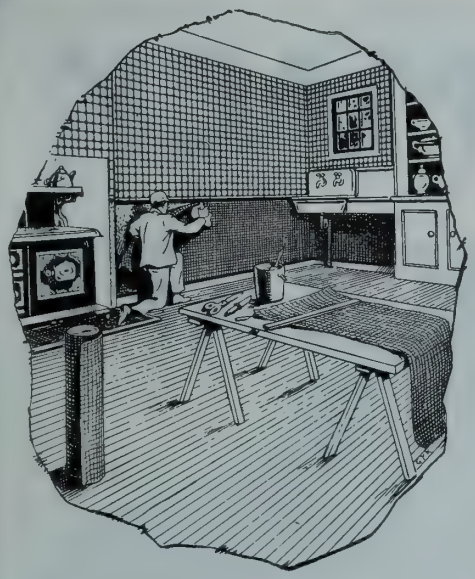
Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

:2

If interested tear out this page and place with letters to be answered



People Need *DECORATIVE BURLAPS*

Can You Meet Their Needs?

Just as people need paint, wallpaper, varnish, etc., just to the same extent—sometimes more so—do they need Decorative Wall Burlaps. And for the following reasons:

They Make Homes Comfortable.
They Make Walls Attractive.
They are Convenient to Handle; Easy to Apply.
They are of Moderate Cost.
There is a Size to meet Every Need.

The Best Place to Carry Decorative Wall Burlaps is in the Paint Department.

Buy half a dozen rolls—it won't take much capital—and display them with your regular paint specialties. Get in touch with your local painter and tell him how it will pay him to push this line himself, for each customer will want him to decorate with Burlap when special room color schemes are decided upon.

Rolls 30 and 60 Yds. Long
Widths 30, 36, 45, 54, 60, 72, 90 inches
Shades Oil-Coated Drab, Green, White.

Add this Line to Your Paint Department Now

Dominion Oilcloth & Linoleum Co. Limited
Montreal

If interested tear out this page and place with letters to be answered

WAYAGAMACK PURE KRAFT

Has No Rival.

Because of its strength a light-weight sheet gives as much service as inferior grades of wrapping paper twice the weight.

Therefore it is the most economical paper for wrapping purposes.

Whether used in the form of bags, envelopes, notion bags and paper containers of all descriptions or simply as a wrapping paper, it will give more satisfaction than any other paper used for the same purpose.

Its appearance is so attractive that it acts as a standing advertisement for the merchant who uses it.

Wayagamack Pure Kraft.

which means

Strength and Security

is stocked in standard sizes by all principal paper wholesalers from coast to coast and can be obtained in glazed or unglazed finish and in plain, fine stripe and broad stripe patterns.

If interested tear out this page and place with letters to be answered

BOLTS

NUTS. WASHERS. RIVETS

OF EVERY DESCRIPTION

Machine Bolts
Stove Bolts
Carriage Bolts
Plow Bolts
Blank Bolts

THE STEEL COMPANY OF CANADA LIMITED

End Spring Bolts
Stud Bolts
Bridge Bolts
Cant Dog Bolts
Coupling Bolts

HAMILTON MONTREAL

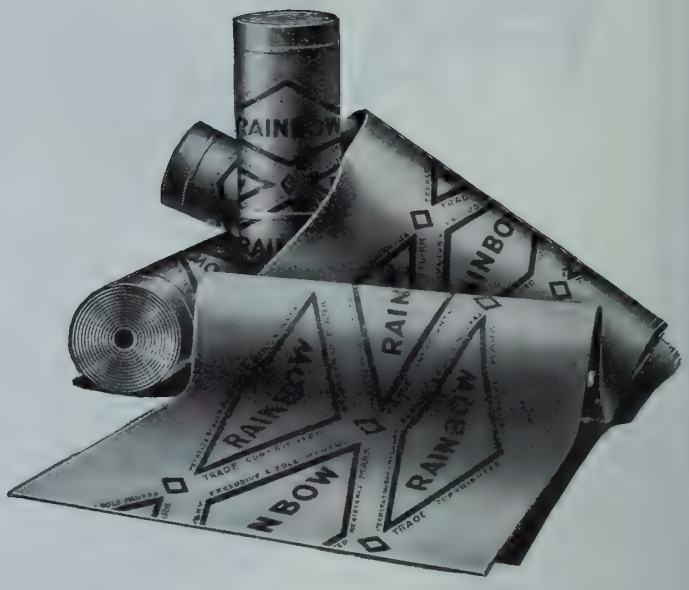
If interested tear out this page and place with letters to be answered.

This Trade Mark---

RAINBOW
TRADE MARK

on

This Packing--



Steam engineers who value properly packed flanges, that won't squeeze or blow out, specify

Rainbow

the original

Red Sheet Packing

To them, PACKING means RAINBOW. For over thirty years, its use has been a custom that has rapidly become a habit.

Hardware dealers gain the confidence of practical men by supplying RAINBOW on all orders for Packing. And, there's satisfaction selling goods that stay sold. Substitution never gives you this assurance. There's only one genuine Rainbow Red Sheet Packing—identified by the diamond shaped trade mark stamped on every yard of it.

RAINBOW is a profitable, easy-selling staple, convenient to stock and handle.

Write our nearest service branch for Rainbow Packing catalogue.

Dominion Rubber System

Halifax	Ottawa	Windsor	Regina	Calgary
St. John	Toronto	Kitchener	Saskatoon	Lethbridge
Quebec	Hamilton	North Bay	Winnipeg	Vancouver
Montreal	London	Fort William	Edmonton	Victoria

If interested tear out this page and place with letters to be answered

Now's The Time To Talk Fence

PRETTY soon now the farmer will be turning his animals into the pasture fields. And he is wondering just about now whether the old fences will stand up!

While his mind is on the subject why not talk Frost fence to him! Don't wait for him to broach the subject. Go after him! Sell him!

It's no trouble at all to show him that he saves money in the end if he chooses Frost Fence—cheapest to put up, cheapest to maintain.

Nothing makes permanent friends for your store more surely than fence that makes the farmer feel good every time he looks at it. Frost Fence is the neatest, tidiest, tightest and most dependable fence money can buy, as you know--so why not ask the farmer how his fences are standing up—then sell him!

The famous Frost Hold-Tigh Lock keeps Frost Fence trim and tidy. The extra heavily galvanized wire stands up years after ordinary fences are down!

Frost Steel and Wire Company, Limited
Hamilton - Canada

Galvanized and Bright Wire—Hay Wire and Bale Ties—Woven Wire—Farm, Factory and Ornamental Fences—Galvanized Gates—Manufacturers' Wire Supplies.

If interested tear out this page and place with letters to be answered

Selling On Sight

It is a well established fact in selling that a buyer will purchase a counter displayed article when he will not ask for that article if it is tucked away out of sight.

Out of sight, out of mind, holds true in the sale of thermometers.

Tycos and *Taylor* Thermometers are supplied in attractive counter cartons.

The counter display also links up with the consistent, persistent advertising.

Seeing *Tycos* in the window or on the counter is like meeting an old friend.

Our latest catalog does more than illustrate and describe *Tycos* and *Taylor* Thermometers. It tells you how to sell them most profitably.

Catalogs sent cheerfully.

Taylor Instrument Companies

110-112 Church St. Toronto, Ont.

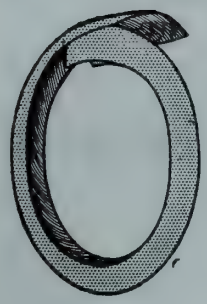
There's a *Tycos* or *Taylor* Temperature Instrument for every purpose

D-15

If interested tear out this page and place with letters to be answered

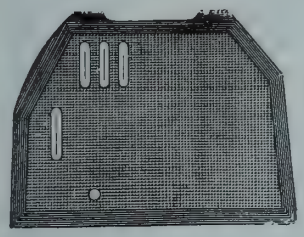
A Paying Quartette

For Accessory Departments

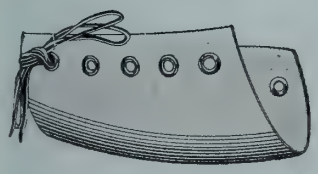


GUTTA PERCHA ACCESSORIES

Reliners. These handy reliners are needed in every tourist's kit; consequently, you'll find many sales for them. When an old casing is about to shoot a blow-out, "Gutta Percha" Reliners postpone the evil hour. These should never be used in a new casing.



Wind and Heat Proof Mats (for Fords). These patented mats prevent the entrance of heat from the engine or dust from below. They enjoy good all-the-year-'round sales.



Lace-on Boots. Point out to your customers the advantage of slipping on this reliable boot in emergencies. Many a driver discovers, when miles from home, a soft spot in the casing that makes further travel unsafe. At such times, he is very thankful to have a "Gutta Percha" Lace-on Boot at hand. The merchant shares in this good-will and profits in future sales.

Sealtite Patches for Tube repairs. Your customers won't motor without Sealtite Patches after you show them the advantages. Sealtite Patches repair punctures in a jiffy. They make sales, too, with gratifying speed.

"Quality All Through"

Gutta Percha & Rubber,

Limited

Head Office and Factory, Toronto

Branches in All the Leading Cities of Canada

If interested tear out this page and place with letters to be answered

A B C "ALCO" $110 RETAIL PRICE

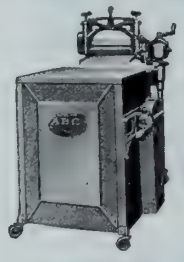
The Best Dolly-Type Washers are A B C's

You will always find a market for low-priced washers of fine quality, and you can get this business with A B C **Alco's. Four models:** No. 51, single tub, engine drive, $72; No. 52, double tub, engine drive, $100; No. 51-E, single tub, 1/4 h. p. motor (as above illustrated), $110; No. 52-E, double tub, 1/4 h. p. motor, $138. Liberal discounts.

Thirteenth year! 1 1/4 inch cypress tubs, quiet underneath drive, swinging power-driven wringers, heavy angle-iron frames, peg or disc-dollies. Good, sturdy, simple washers that stand up splendidly and satisfy your customers.

The A B C Line is Complete!

To prospects interested in a rocking-tub type of washer, you can sell the A B C **Oscillator** at $135. Has a heavy gauge copper tub, swinging electric wringer, handsome cabinet, quiet springless mechanism. Model 80-E.



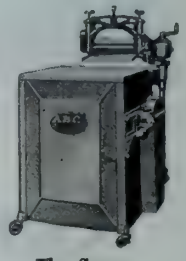
The Oscillator

It is the first high quality washer of this type and size, bearing a famous maker's name, that has been sold at anywhere near so low a price as $135.

To the rest of your prospects, sell **A B C Super Electrics.** Five models: No. 60, semi-cabinet, galv. tub., engine drive, $127; No. 60-E, semi-cabinet, galv. tub. ¼ h.p. motor, $155; No. 61-E, semi-cabinet, copper tub, ¼ h.p. motor, $180; No. 65-E, full cabinet, galv. tub, metal wringer, ¼ h.p. motor, $170; No. 66-E, full cabinet, copper tub, metal wringer, ¼ h.p. motor, $200.

An opportunity to **concentrate** all your selling efforts in washers upon one famous make—to increase your profits—to reduce your overhead and sales costs—to simplify your correspondence, your ordering, your service and your bookkeeping—to combine your shipments and get maximum discounts—that is what you are offered in the **complete** A B C line.

For there is now an A B C—each one the best in its class—with which to sell **practically every type of prospect.** And every A B C bears the guarantee of the big pioneer firm of Altorfer Bros. Company—a company known nationally for its reliability and integrity. Today! Get full particulars concerning the A B C proposition, whether interested in the whole line or in any of its components. Liberal discounts! Real co-operation! Exclusive dealerships! Address any of the undersigned.



The Super

ALTORFER BROS. COMPANY

Pioneer and Leading Makers of Washers and Ironers

Dept. 15 **PEORIA, ILLINOIS**

If interested tear out this page and place with letters to be answered

The Imperial Polarine Sales Rack holds a complete stock of Imperial Polarine Motor Oils in the well known Litho-sealed cans. It stands seven feet high, is 12 in. deep and five feet wide (only occupies about 5 square feet of floor space). Rack is double-faced for convenient display in aisle or window and oil can be taken out from either side.

This rack is constructed of good quality steel and painted in royal blue. It is lettered on both sides calling attention to the Imperial Chart of Recommendations which specifies the grade of Imperial Polarine Oil or Grease for every make of car and truck.

Rack is shipped to you assembled, ready to install in your store. It is built to last for years and give good service.

A Salesman who asks No Pay

The Imperial Polarine Sales Rack provides a central display for Imperial Polarine Motor Oils.

It automatically makes sales for you while customers are waiting to be served.

It saves time in making sales and filling orders by having stock always conveniently at hand.

It enables you to guarantee better satisfaction to your customers by selling them the proper grade of Imperial Polarine Motor Oils exactly as recommended on the Imperial Charts which are prominently displayed on each rack.

Picture This Rack Standing in Your Store.—Think of the many advantages of having such a clean, neat display of oil always confronting your customers. Ask the Imperial Oil Salesman or write to our nearest branch for details regarding our special offer on this rack.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS and GREASES.
Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

T-3047

If interested tear out this page and place with letters to be answered

We are helping you to sell more of our files by advertising that impresses on the file users the importance of replacing a file as soon as it gets the least bit dull.

This important point is kept prominently to the fore in our advertisements in consumer periodicals.

Reputation as the standard files, and consistent advertising, are continually increasing the demand for our five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

Meet the Demand For A High-Grade Mop Polish

When your trade calls for a special preparation for treating dusting and polishing mops, you can give them biggest value for their money and *guarantee them absolute satisfaction* by offering

LIQUID VENEER MOP POLISH

This newest addition to the Liquid Veneer family has won its way to the top by sheer quality. There is no mop polish that can compare with Liquid Veneer Mop Polish. It is as fine for floors as Liquid Veneer is for furniture.

Big Profit; Valuable Co-operation

Write for details of our special offer on Liquid Veneer Mop Polish which pays you an unusually high profit. Also learn about the valuable free advertising matter furnished to Liquid Veneer Mop Polish dealers. Write to-day on your letterhead.

Buffalo Specialty Company
BUFFALO, N.Y.
Bridgeburg, Ont. London, Eng.

Made in Canada

If interested tear out this page and place with letters to be answered

No. 3000
"WELLWORTH"
Aluminum Assortment

8 Quart
Aluminum Preserving Kettle

PACKED IN CARTON

2-3 Quart
Aluminum Double Boiler

BEST **$10.95** **SELLERS**

1½ qt.—ALUMINUM BUFFET SAUCEPAN

1½ qt.—ALUMINUM PUDDING PAN

READY TO SHIP

6qt.—Aluminum Potato Pot

THE WEDDING PRESENT SHE WOULD LIKE

To the Trade—

The above is an approximate reproduction of one of our Wellworth Aluminum Assortment Folders (without colors), showing the RESALE PRICE. We have as well two other assortments. Write for a set of folders in colors.

THE WENTWORTH MFG. CO., HAMILTON, CAN.

If interested tear out this page and place with letters to be answered

CASH PRIZES FOR BEST WINDOWS

60 day Contest

To the retailers getting up the most effective Window Displays of AMERICAN Steel Wool or Abrazo, or both, between March 1st and May 1st, 1922, we offer the following cash prizes:

First Prize $25 Cash Second Prize $15 Cash Third Prize $5 Cash

Send us a snapshot of your window before May 1st and we will mail you a dollar to cover cost of photograph

ABRAZO *The IDEAL Aluminum Cleanser*

Abrazo consists of six handy rolls of AMERICAN Steel Wool and one piece of Aluminum Soap. Nothing so effective for cleaning and polishing aluminum, Pyrex, enamel, tin, copper, brass, iron, etc. Abrazo offers more for the money than any other cleanser.

SENT FREE FOR CONTEST

Fancy Display Containers. Window and Counter Cards and Dummies will be sent Free on request. A strong window will link up your store with our National Campaign of Advertising and may win you $25.

AMERICAN STEEL WOOL MFG. CO.

**9-11-13 DESBROSSES ST.
NEW YORK, N.Y.
U.S.A.**

Price Reduction

WE are very pleased to announce a substantial price reduction on Tinsmiths and Sheet Metal working tools and machinery.

Get Your Copy of the New No. 15 Price List

BROWN BOGGS CO., Limited

HAMILTON - - ONTARIO

Toronto
A. B. WALKER, Rep.
Holbrook Bldg.

Winnipeg
BISSELL & WEBB, Limited

If interested tear out this page and place with letters to be answered

A Spramotor in the Hand is Worth Two in the Factory

You wouldn't find a hardwareman so neglectful as to be without a spade or rake in stock —there's too much demand for them.

Yet—there is a garden and farm implement every bit as much in demand, that some hardwaremen don't keep in stock—or don't offer to send away for for their customers—that's the

Spramotor

It isn't a SPRAMOTOR unless we made it

Every grower of fruit and vegetables has a need each year for the Spramotor. The Spramotor way is the only effective way to spray—the farmer has had that told him by his farm papers for years, and he has the word of his fellow farmer to back it.

Every farmer and gardener sprays — more and more each year are spraying the right way—the Spramotor way—and it is up to you, Mr. Hardwareman, to see that you get in on the profit of the Spramotors sold in your district.

We have an attractive agency proposition for the livest men in many districts.

Write to-day.

Spramotor Company

28 King St. London, Ont.

Plumbing Goods MORRISON

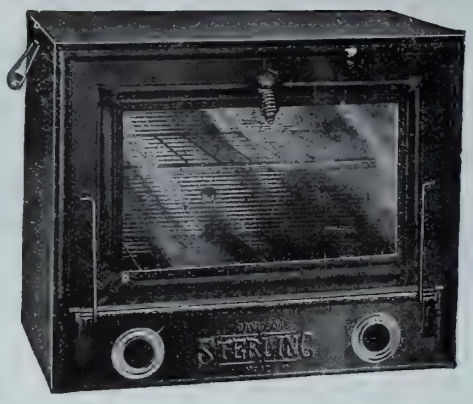
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

For more than half a century the name Morrison has assured confidence to the trade and to consumers.

It pays you to put in Morrison Products because they will stand up to the work and reflect credit on you and cash to your business.

James Morrison Brass Mfg. Co.
93-97 Adelaide St. W.
Toronto

If interested tear out this page and place with letters to be answered



"STERLING" Oil Stove Ovens

A THOROUGHLY reliable oven, and, on account of the Davidson quality, always a ready seller. This "Sterling" line is made of heavy gauge blued steel, strong and durable. For two burners and is protected by a heavy asbestos lining, which also prevents waste heat. Japanned with a rust-proof combination which adds to the life of the oven. Cold handles at side. Drop door has a heavy glass panel—also a knob which locks in three places. Illustration shows oven closed and open.

Write us for prices

The Thos. Davidson Mfg. Co. Limited

Established 1860

HEAD OFFICE—MONTREAL
Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON

Lock Oil Faucets

—¾" and 1"

Note the construction—clean thread, large hex., well-rounded body, loops heavy to stand abuse, strong nut and washer, extra well ground plugs tight and easy turning.

Handles are **Malleable Iron,** securely pinned with ends dipped a warning red.

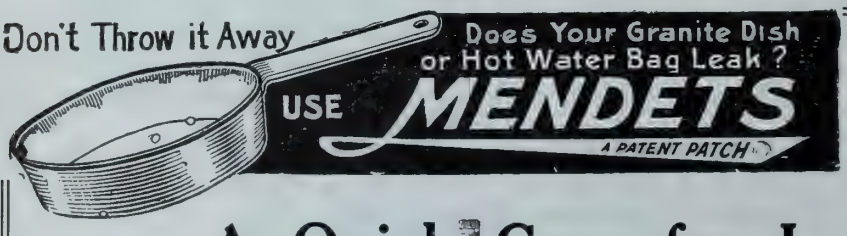
A fully guaranteed Bibb.

Wallaceburg Brass & Iron Mfg. Co. Ltd.

WALLACEBURG, ONT.

WINNIPEG:
Moncrieff & Endress, Ltd., Galt Bldg.
Telephone: A 9135

Don't Throw it Away



A Quick Cure for Leaky Utensils

When a favorite utensil gives way and begins to leak, it's a grave calamity in most households. This is the foundation for your profits and successful sales of Mendets. Sell the Mendets—but sell the idea, too, that Mendets in the house are a safeguard against loss of time and patience.

Collette Mfg. Company, Collingwood, Ont.

If interested tear out this page and place with letters to be answered

Better Business Is Coming

LIGHTNING GEM BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

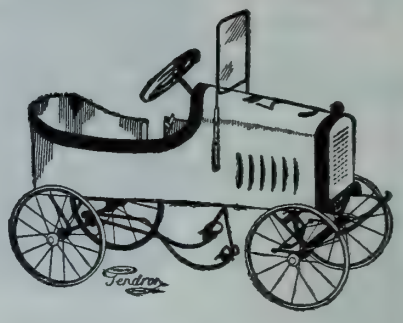
If interested tear out this page and place with letters to be answered

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur

Look at The Man—He's In Action!

That makes his scythe and snath effective. No snath or scythe can be useful or profitable while it is standing still. Book your snaths now to get the earliest sales. Advertise and display them so that they keep moving—only moving scythes and snaths cut a wide swath and harvest big profits. Get action.—Write your jobber.

DOMINION SNATH CO., LIMITED.
WATERVILLE, QUEBEC.

Birkett Service Will
Solve Your Spring Problems

A long experience, constantly feeling the pulse of the hardware trade, has placed us in a favorable position to give you the utmost in service.

Just now we are equipped and particularly keen to look after your wants for spring business and would welcome your solicitation for advice and suggestions to assist you in developing business in your community. We have a very complete stock of seasonable lines that should move quickly this spring and summer.

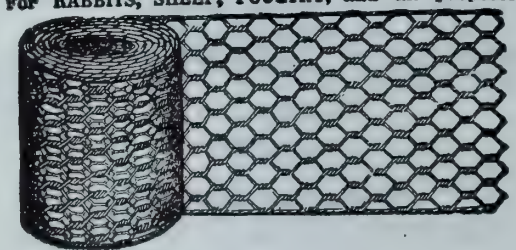
Sort up your stocks now and be ready for your share of the business this spring. Don't miss sales by not having the goods on hand. Let us hear of your requirements.

Thos. Birkett & Son Co.,
LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. **IN STOCK AT MONTREAL**

If interested tear out this page and place with letters to be answered

"JARDINE"

Horseshoeing Foot Vise and Boltheader

Made in Canada

The Foot Vise has tempered, crucible steel anvil, bevelled at one end, square at the other, for square and bevelled calks. The back jaw is self-adjusting to the back of shoe. Jaw 6" wide.

For Bolt Heading

Pressure on the treadle operates a short, stiff arm (not shown in illustration) opposite the pivot of the swinging side of machine. This closes the dies of Bolt Header as firmly as a vise. When pressure is removed from treadle the bolt is free to be taken out to square the head while hot.

We make a full line of Blacksmith's Tools. Why not send for catalogue No. 18.

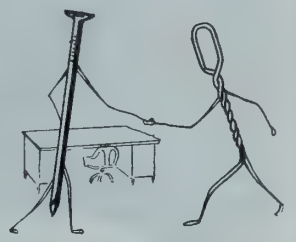
REGISTERED J TRADE MARK

A. B. Jardine & Co., Ltd.
HESPELER, ONT.

LAIDLAW'S WIRE BOYS

Their Chat No. 25

The Importance of good nails



"You know, B.T., progressive hardware dealers realize the value of good nails. They are their largest seller. Therefore their stock is judged more so on the quality of the nails they sell than on anything else.

"The quality of Laidlaw nails has made them favorites among large canning companies and the progressive hardware dealers—they are all good nails."

Laidlaw Bale-Tie Co., Ltd.
Hamilton Ontario

M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A *Maxwell* PRODUCT

Built for Home and Farm Service.

Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives:

Bissett & Webb
126 Lombard St., Winnipeg

Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

"MONITOR"

Coal Oil Brazing Lamp

Stoves, Blow Lamps and Furnaces

Very strongly made of Polished Brass. An efficient and powerful Lamp for Brazing, and similar operations on a big scale. Burner of improved type, giving a clean, blue flame covering a large surface. Portable and easily handled, can be used in any position with safety. Burns coal oil, 30% hotter and much cleaner than gasoline, can be used for pre-heating for oxy-welding.

British Manufacture.

The Standard Meter Company, Limited
TORONTO, CANADA

AGENTS:

Manitoba and West:
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East:
A. G. & A. L. Brown & Co.,
207 St. James St.
Montreal, Que.

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Good Tools ——— make Better Sales

YOUR customers will appreciate the good points of Williams' Superior Drop-forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers—made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road St. Catharines, Ont.

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

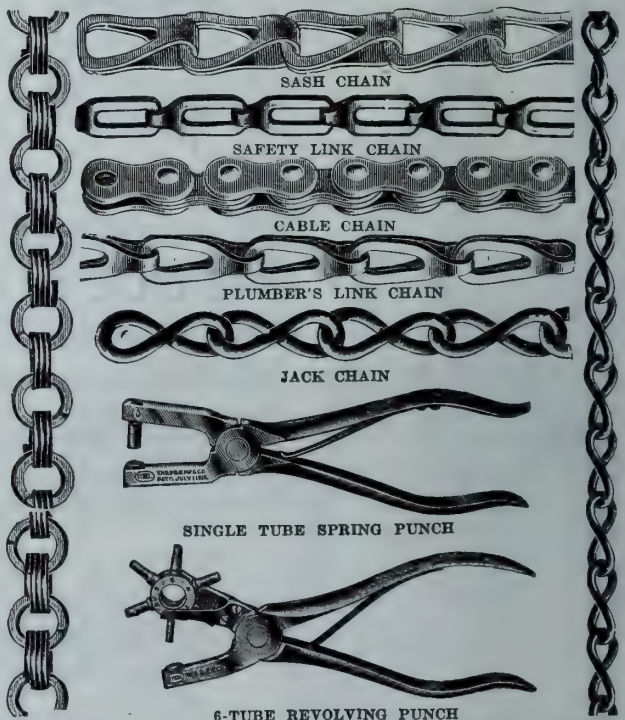
Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

HERE'S THE MOST DURABLE SMOKE-STACK on the MARKET

It's welded copper steel with no lap seams for water, fumes or dirt to lodge in and rust it out. No lapped and riveted joints to give way under corrosion.

Each section is rolled so the two edges meet and then is welded or fused into one piece. The sections are similarly welded end to end, making a smooth, clean job from end to end inside and out.

Then the whole is given a thorough coating of a special oil to prevent corrosion. This oil film is water-proof, fume-proof, acid-proof, brine-proof and gas-proof. Toughens with age but always flexible.

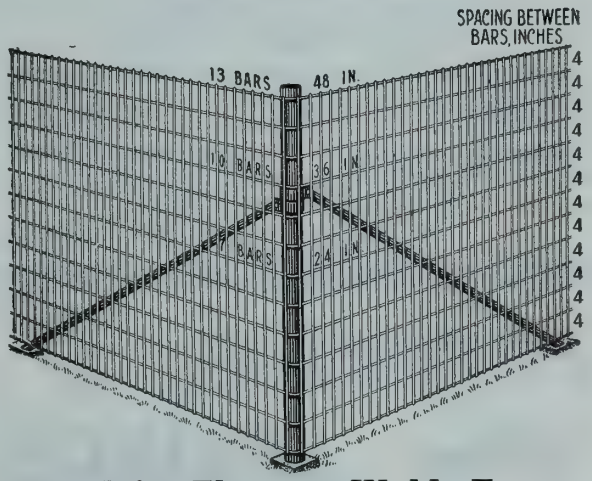
This is the stack you want
Write us your requirements

THE STEEL TROUGH & MACHINE CO., Limited

Tweed - Ontario

Wires Will Not Separate

(Guaranteed)



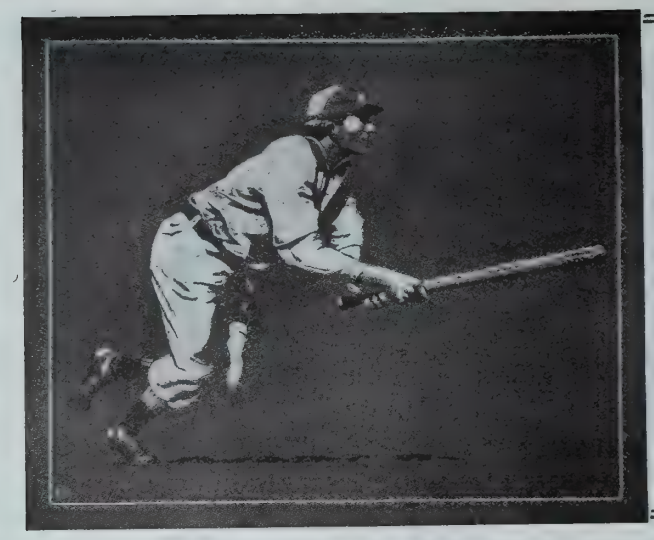
Lundy's Electric Weld Fence

Look over the illustration or examine the fence in your store. Observe the close, uniform mesh. The joints are permanently and rigidly secured by electric welding. Every day it is in use, it will reflect credit on the merchant who sold it and bring you business from other buyers.

A. R. LUNDY

257 King St. West Toronto, Ont.

Good Profits
Quality Goods
LA CO TUNGSTEN AND NITRO LAMPS
Repeat Sales
Service



---and made a hit!

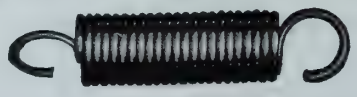
Merchants find these excellent bats make a hit with their baseball customers and sell out early in the season. These bats are made from clear, straight-grained ash. They are shaped and finished to suit the most critical "fan" that ever came to bat.

Send for new price list just issued.

St. Marys Wood Specialty Co.,
Limited
St. Marys Ontario

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

STAR Hack Saws

Proven Values

It is the part of wisdom, right now, when every customer is looking closely into values, to stick to goods of proven value.

It is no time to take chances on goods of doubtful or unknown reputation, just because they offer a few cents more profit—IF, and it's a big "if" they sell.

That's why so many dealers find it good business to stick to Star Hack Saws, and stock as few other brands as possible.

Star Saws are now sold direct from the factory at Middletown, New York, where they have been manufactured for 38 years.

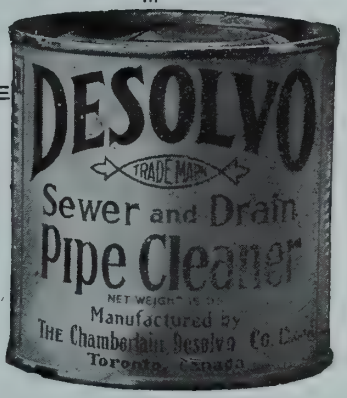
Now Sold by
CLEMSON BROS. Inc.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office and Warehouse,
304 Imperial Office Bldg.
Hamilton Ontario

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR



Master of all clogged or Frozen Pipe.

DESOLVO

A Product and a Service

It's the service that Desolvo gives that makes it sell so well. You're practically selling a useful service in a can. That's what it amounts to when consumers simply mix it with cold water and clear clogged or frozen pipe without need to tear up floors, lawns, shrubbery, etc.

Desolvo not only makes profitable sales and delights customers but it saves time and money for you on your own jobs.

Order from Your Jobber.
NEW PRICES EFFECTIVE JAN. 1st.

The Chamberlain Desolvo Co., Limited
109 Church St., Toronto

Eastern Canada Representatives: RICHARDSON & BUREAU, 55 St. Francis Xavier St., Montreal.
Ontario Representative: L. F. MAYNE, 875 Trafalgar St., London, Ontario.
Western Canada Representatives: N. D. McPHAIL & CO., Standard Bank Building, Vancouver, B.C.

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OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.

Regina, Sask. Peterboro, Ont.

Established 1870

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

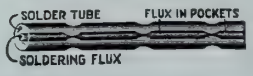
CANADA WIRE & IRON GOODS CO.

HAMILTON

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.

4225 Wrightwood Ave., Chicago, U.S.A.

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co Limited

Hamilton Canada

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

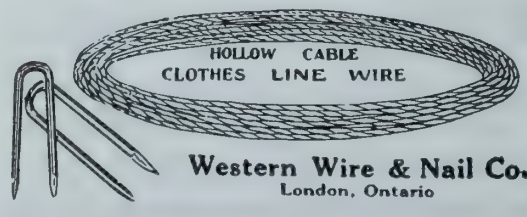
James Hutton & Company

MONTREAL

Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.

London, Ontario

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

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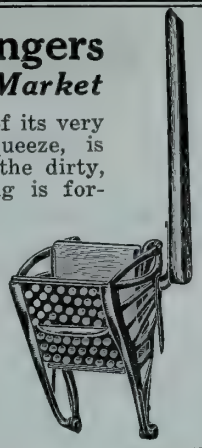
White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. Made in Canada



WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

Walter Woods, Limited

N.B.

Egg Carriers

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

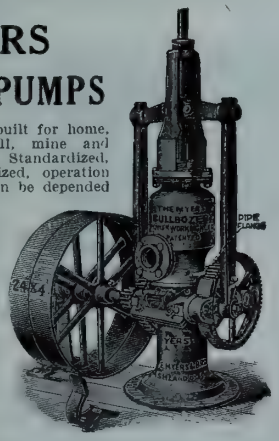
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

THESE COLD BEND TESTS SHOW LONDON BAR IRON

is made right to make good for you

Its superior quality makes it popular with the trade

LONDON ROLLING MILL CO. LIMITED
London -- -- Canada

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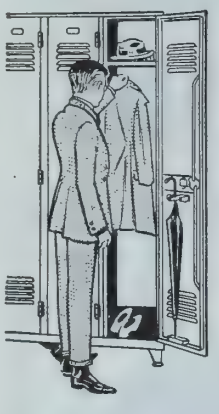

Hardwaremen, Do You Want More Revenue?

We are making an advertising drive this month for the sale of Dennisteel Lockers and Cabinets.

Here are lines needed in every factory and office; there are some needed right in your town to-day, and you should be able to make sales for us.

We want hardwaremen, the best in each district, to act as our agents. You don't need to stock our goods—have your customers order from catalogue, and we will fill their orders promptly and allow you a good commission.

Write to-day for folders and particulars.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax
Montreal
Ottawa

Toronto
Hamilton
Windsor

Winnipeg
Calgary
Vancouver

WRITE FOR QUOTATIONS TO

LYONS & MARKS, 38 Yonge St., Toronto

OR

John W. Gottschalk, cor. Lehigh Ave. and Mascher St., Philadelphia, Pa.

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MAPLE SYRUP

time is here!

Housewives are now getting in their supplies of fresh maple syrup. They will want Syrup Pitchers for table use, and pitchers so constructed to prevent the syrup dripping.

The illustration hardly does justice to the VIKO Syrup Pitcher, it is so beautifully finished. It will make a welcome addition to the table, and the spring in the handle keeps the lid securely down, except when in actual use. The capacity is a pint.

This member of the VIKO family is a sure seller, and we have ample stocks on hand for immediate delivery.

Send your order in now.

HURTUBISE LIMITED
22 OTRE DAME ST. WEST, MONTREAL

Ontar. Rep ntative: A. ns, 371 Ly St., Ottawa, Ont.

Maritime Representative: H. E. FRYE, Box 61, Moncton, N.B.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to **TRINITY WORKS, SHEFFIELD**

The Lawns Will Soon be Green

Spring is at hand and the thoughts of your customers are already turning to the outdoor season.
Book your orders now for Stratford Lawn Swings, Garden Seats, Folding and Camp Chairs, etc.

Write for Catalogue D.

The Stratford Manufacturing Campany Ltd.
Stratford, Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

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ONE WAY OF BUYING THAT DOESN'T PAY

The time is past for buying fencing on a hand-to-mouth basis. Your customers are making up their minds to buy and they don't like to be kept waiting. If you haven't the stock on hand to supply their requirements they are very apt to buy across the street.

The recent demand for Peerless Fence has been heavy enough to reduce our stocks of several styles to a low point. This may possibly mean some delay in shipping.

For this reason don't put off ordering Peerless Fence until the last minute. Anticipate your customer's demands. It will give you a reputation for quick service that will build business.

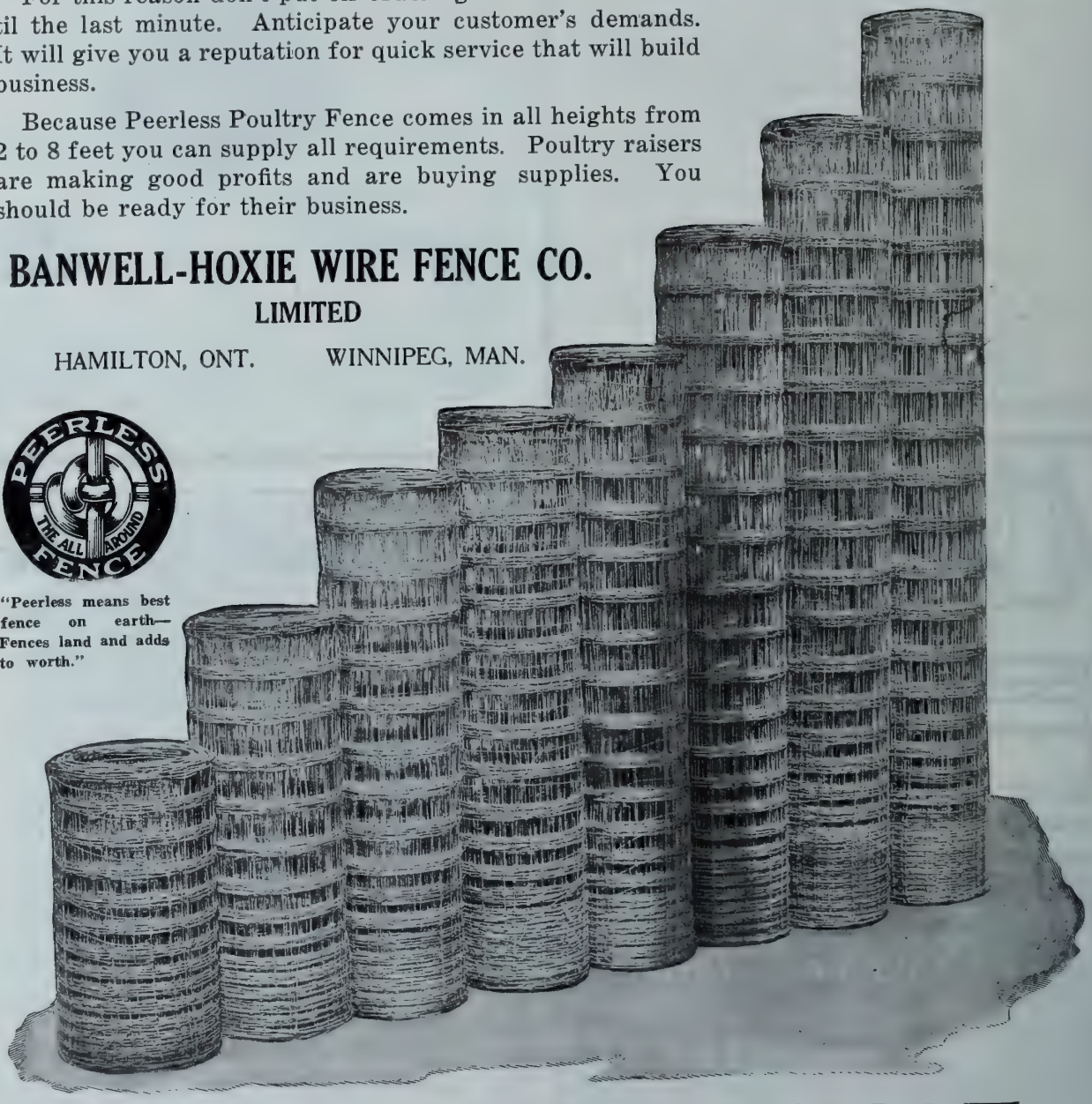
Because Peerless Poultry Fence comes in all heights from 2 to 8 feet you can supply all requirements. Poultry raisers are making good profits and are buying supplies. You should be ready for their business.

BANWELL-HOXIE WIRE FENCE CO.
LIMITED

HAMILTON, ONT. WINNIPEG, MAN.

PEERLESS THE ALL AROUND FENCE

"Peerless means best fence on earth—Fences land and adds to worth."



PEERLESS FENCE

STANDS EVERY TEST

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV APRIL 8, 1922 No. 14

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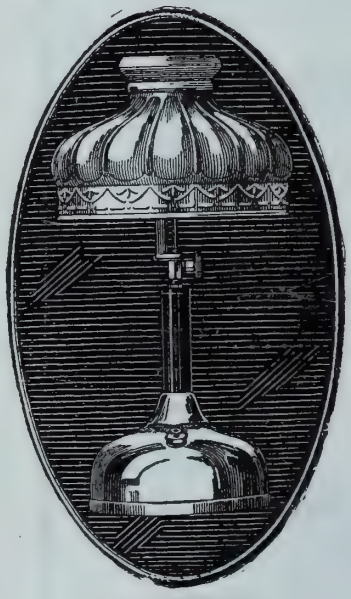
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

For Any Job
Any Where
Any Night!

Users everywhere are boosters for Quick-Lite Lamps and Lanterns. Dealers, too, are enthusiastic in endorsing these modern lights.

Coleman Quick-Lite
Lamps and Lanterns



Style L Q 329

MADE IN CANADA

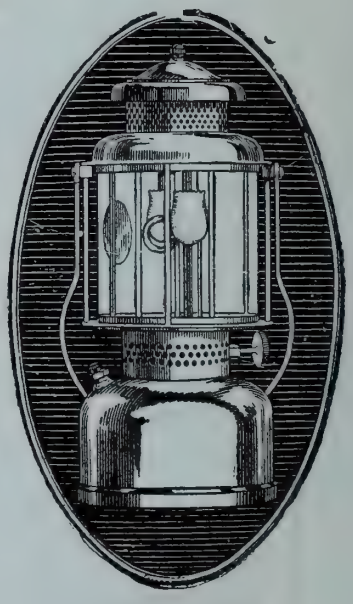
300 candle power of pure-white brilliance. More light than 20 old style oil lamps or lanterns —no glare or flicker.

No wicks to trim; no chimneys to wash. Can't spill fuel or explode, even if tipped over—always safe.

Made of brass, triple nickeled and polished—attractive and clean.

Light with matches—no torch needed.

Coleman Quick-Lite Lamps and Lanterns are easy to sell—and they sell other merchandise, too. Light a Quick-Lite! Place it on your counter! It will flood your store and displays with its wonderful radiance and enhance the appearance of your goods.



Style L Q 327

Order From Your Jobber

Quick shipments and prompt deliveries if you order from your jobber. Write for catalog and latest prices. Address

THE COLEMAN LAMP CO., LTD.

Dept. T-3

Toronto - Canada

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Canada's National Hardware Weekly

Hardware and Metal

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May be the Turning Point in Steel

First Advances on Iron and Steel in Primary Centres for Fifteen Months—Canadian Wholesalers Show Disposition to Lay in Stocks—Strength This Week of Steel Shares on Stock Markets Said to be Significant—Shading of Prices Practically Eliminated

STEEL PRICES have reflected considerable strengthening during recent weeks and this condition has now reached the stage where some advances in the primary centres have developed. Whether this condition will be reflected in the domestic markets is dependable upon the extent to which the new levels are adopted, but one significant fact brought into prominence in this connection is the relief from continual recessions from the nominal market levels. As a matter of fact, price shading has now almost disappeared from the domestic centres on bar steel products, and also sheets, this being attributed to the improvement generally noted in practically all phases of the industry.

One indication of strength in the domestic steel markets is the fact that wholesalers are preparing to renew stocks of bar products, a condition which steel companies state has not existed for a period of months. Producers are apparently not over anxious to sell extensively at prevailing levels, preferring to await the future primary market price trends, in order to be in a position to take advantage of any higher levels which may develop.

The strength of the steel shares on the stock markets during this week has also been pointed out by one authority as an indication of improving conditions among producers and usually an indication of strengthening demand with firmer prices.

Progress in both production and consumption looked for during the earlier months of the year, is now developing, and the current situation is described as one of the possible turning points for steel producers generally. All the barometers by which the industry as a whole is gauged now record signs of improvement, with a wider distribution of steel being looked upon as an indication of growing activity among the users of basic materials.

Firmer Market Levels

The stiffening in mill products has reached the stage where the nominal market level is more evenly maintained, concessions being less evident and only obtainable on particularly desirable orders. Bars and shapes reflect this upward tendency, but domestic quotations remain unchanged, pending developments at other primary sources. On the other hand, the price trend in sheets has resulted in heavy bookings, and it is stated in some quarters that the threat of higher quotations was made in order to produce business which would increase the production and keep the mills operating at a higher capacity. Thus, in many cases, buyers are well covered for the second quarter at recent levels.

The termination of old contracts enabled producers to adopt the present policy on fresh commitments. One domestic sheet producer expressed the opinion to Hardware and Metal that the advance in sheet prices was more or less warranted under these circumstances, but it was also pointed out that it may take some time before the revised levels become uniformly accepted. Once in existence, however, the increased demand for these products, which is usually well stimulated throughout the summer months, may result in their maintenance during that period.

Warn Against Rapid Rise

Reports recently received from Pittsburg mills would indicate that while many have not yet made public announcements of the fact, practically all are determined to follow the advances noted on the recent markets. Aside, however, from any movement towards higher prices, which are still considered as more or less in abeyance, the marked activity accrued by the adoption of these methods has reflected a firmer tone in many branches of the industry. Pig iron producers now reflect a more stable attitude and there is a general disposition to seek higher price levels. Also among wire products a firmer tendency is in evidence.

In other quarters rumors of advancing prices have resulted in a warning note being sounded against the danger of too rapid an increase, although the possibilities in this direction do not appear to be immediate. The chief consideration with both producers and consumers of steel is whether there will be sufficient buying to sustain any advanced price levels, in view of the large amount of business booked at the lower quotations. Jobbers are now supplied for three, and in some cases, four months, but generally speaking manufacturing consumers have only purchased that far ahead in special cases, such as where conditions such as applying to galvanized sheets exist.

Basic Price Tendencies

A review of the recent price trend shows that the prevailing rise on the primary markets is the initial change of this kind since July, 1920. Price developments during the past fifteen months have been in the nature of reductions, and the recent levels were lower on the average

(Continued on page 58)

Trend of Iron and Steel Base Prices on Domestic Markets

	August 1914	High Level	Jan. 1 1922	Present Price
Bar Iron, base	$2.05	$5.15	$2.90	$2.75
Bar steel, do., ...	2.25	5.30	3.00	2.75
Black sheets, 28 ga.	2.70	10.50	4.50	4.25
Corrugated sheets...	4.00	12.00	6.01	5.85
Galv. sheets	3.95	14.75	5.85	5.35

Hardware Trade Observe Regulations

Annual Report of Explosives Division Shows 125 Cities and Towns Inspected During Year—Only Four Cases Have Been Subject to Court Proceedings—Deal With Composition of Imported Fireworks

OTTAWA.—The annual report of the Explosives Division of the federal Department of Mines, is just to hand. Discussing this report and the affairs of the division in general, with Hardware and Metal, Col. G. Ogilvie, in charge of the division, said he had every reason to feel satisfied with the manner in which hardware and sporting goods merchants throughout Canada were observing the regulations.

This commendation is well borne out in the following portion of the report dealing with the keeping of explosives in unlicensed premises:—

"In the course of the year, 125 cities and towns have been visited, and opportunities taken of inspecting certain representative stores, as well as of discussing with officials of various municipalities, questions relating to the conditions of storage.

"Systematic inspections have been made by Royal Canadian Mounted Police of over 1,500 premises containing explosives; two visits, on the average, having been paid to each.

"In this way, the requirements of the regulations have been brought directly to the attention of dealers in all parts of the country, with the possible exception of those in certain sections of the provinces of Quebec and Ontario.

Four Cases of Violation

"It is very satisfactory to note that almost invariably the instructions given on the first visit, in regard to the manner of storing explosives and of keeping records of receipts and issues, have been found, on the second inspection, to have been complied with, and only in four cases has it been found necessary to take proceedings aaginst persons for violation of the regulations governing the keeping of explosives in unlicensed premises—a testimony alike to the general appreciation of the value to the public safety of observing the precautionary measures called for, and to the manner in which these regulations are being explained and brought into effect by the members of the Royal Canadian Mounted Police."

Touching on the subject of fireworks the report says:—"The difficulty experienced in obtaining satisfactory declarations of the composition and description of fireworks made in China, referred to in the last report, has been largely overcome by the co-operation kindly given by officers of the Hong Kong government in explaining our requirements to the dealers there, and by the appreciation of these requirements by the Customs brokers in Canada, who have acted on behalf of the Chinese importers. It has thus been made possible to admit a large variety of Chinese fireworks, while ensuring the exclusion of those of a dangerous character which had formerly been freely retailed."

Causes of Prosecution

The causes for which prosecutions were instituted during the year should serve as a general warning to the trade and all interested in the keeping and distribution of explosives. They are as follows:—

Manufacturing an unauthorized explosive—1 case.

Exceeding the maximum quantity of explosive to be kept in certain factory buildings as prescribed in the license—2 cases.

Keeping unauthorized utensils in a magazine—1 case.

Keeping explosives otherwise than in the manner prescribed for such keeping in unlicensed premises—3 cases.

Failing to keep records of receipts and issues—3 cases.

RED ARROW TIRES TO ABSORB REGAL

Montreal—At a meeting of the shareholders of the Regal Tire & Rubber Company, the company's absorption by the Red Arrow Tires of Quebec, Limited, was duly approved. The meeting was presided over by D. O. E. Denault, president of the Regal Tire & Rubber Company.

J. J. Turner, president of the Red Arrow Tires, Limited, of Peterborough, Ontario, outlined the series of events which has led up to the present meeting. Remarks were also made by Messrs. C. H. Walters, general manager of the company, and by George A. Gillespie, vice-president.

Canada's Glass Imports Show Sharp Decrease

Were Little More Than Half Their Value in 1920, Although Slightly Above Total for 1919—Belgium Again Replaces United States Market

THE statement of Canada's plate and window glass importation during last year, as compared with 1919 and 1920, is unusually interesting, and is significant in two respects. To have fallen off to little more than one-half the value of the year previous is the outstanding feature, while the gain of the Belgian market over that of the United States attracts attention.

Whereas in 1919 the United States shipped approximately 90 per cent of Canada's imports of window glass and 57 per cent in 1920, in 1921 its share was less than 10 per cent of the year's much diminished total. To American manufacturers this means almost a complete loss of its standing in this trade during the two years previous, and brings Belgium well to the front. Import figures from the latter field show that its share of Canada's trade in common window glass has increased from 5 per cent in 1919 to 37 per cent in 1920 and 84 per cent in 1921. The same can also be said of plate glass.

Following is quantity statement of imports:

Canada's imports of plate and window glass, by quantities

Articles and countries of origin—	Square feet			Per cent. of Total		
	1919	1920	1921	1919	1920	1921
Plate glass, not beveled; in sheets or panes not exceeding 7 sq. ft. each.						
(Total)	833,740	1,240,397	775,249	100.0	100.0	100.0
United States	749,601	491,591	135,740	89.9	39.6	17.5
Belgium	47,769	483,540	469,809	5.7	39.0	60.6
United Kingdom	36,370	162,792	139,702	4.4	13.1	18.0
Other Countries	....	102,474	29,998	..	8.3	3.9
In sheets or panes exceeding 7 square feet but not exceeding 25 sq. ft.	203,620	615,932	289,007	100.0	100.0	100.0
United States	163,053	99,698	9,483	80.0	16.2	3.3
Belgium	25,969	408,139	188,674	12.8	66.3	65.3
United Kingdom	14,598	41,571	57,734	7.2	6.7	20.0
Other Countries	....	66,524	33,116	..	10.8	11.4
Other	409,584	1,148,896	664,814	100.0	100.0	100.0
United States	282,415	219,989	41,820	68.9	19.1	6.3
Belgium	92,044	654,573	402,175	22.5	57.0	60.5
United Kingdom	35,125	244,964	146,286	8.6	21.3	22.0
Other Countries	....	29,370	74,533	..	2.6	11.2
Common and colorless window glass	13,832,155	26,360,158	14,314,816	100.0	100.0	100.0
United States	12,913,604	15,987,746	871,076	93.4	60.7	6.1
Belgium	569,640	9,184,112	12,665,316	4.1	34.8	88.5
United Kingdom	348,318	1,182,506	748,924	2.5	4.5	5.2
Other Countries	593	5,794	29,500	..	..	.2

A "Spring Opening" for Easter Season

District Business Men's Association of Danforth Avenue, Toronto, Hold Special "Spring Opening" in Developing Trade up Until Easter Season—Many Lines of Household Hardware Effectively Advertised

LIKE the creative and gladsome spirit of spring which pervaders the atmosphere and with the fresh exuberance of the season injected into all phases of business activity, retail hardware merchants situated in the Danforth district of Toronto, entered whole-heartedly and successfully this week into what is fittingly described as the Annual "Spring Opening."

Commencing April 1, a period of ten days is being devoted to furthering the trade ambitions of the season through both collective and individual efforts coordinated in the Danforth District Business Men's Association, and directed by the responsive channels of the retail stores. "Boost your own district," is one of the slogans animating the organization to fresh records of accomplishment in launching and directing the present spring drive, and in making this appeal to local pride, the merchants have touched upon a psychological basis for common success.

Visits paid by Hardware and Metal representatives to the district revealed the stores and vicinity keenly alive with both the curious and interested. New merchandise contained a direct appeal to young and old, male and female, the hardware stores offering a full share in this respect. Many novel methods of attracting attention were utilized by the merchants, and special significance was given to seasonal goods in preparation for the anticipated Easter buying activity. A number of merchants arranged "specials," in seasonable needs, these efforts on the part of the hardwaremen being chiefly confined to household products, or the many lines required by those engaged in construction work.

The use of district slogans and advertising matter stimulated the direct interest of local residents, in addition to giving the suburb general publicity. "It costs less on Danforth," and "Toronto's great shopping centre," were phrases used by the merchants in suitable decorative effect.

Hardware merchants have been particularly active in the spring opening campaign, both individually and as a group. Tasteful window decorations, displays of seasonable goods, special sales activities, forceful methods of advertising, and untiring efforts, all culminated in a uniquely successful business drive in every sense of the word. Great interest in the movement was aroused throughout this particular city suburb, and all classes of merchants linked together in the association, report material benefit through the campaign.

One of a Series of Campaigns

In discussing these spring activities with J. C. McFadden, hardware merchant, who is also vice-president of the Assn., it was pointed out that the present drive is only one of a number of such campaigns conducted periodically by the retailers. Owing to the weather being variable and uncertain, no parade was planned in conjunction with the event of spring opening, but banners and advertising display cards, which were used to form the basis of Easter window decorations, were provided through the association funds. The bulk of the advertising, however, is carried on individually and thus the tastes and needs of the different merchants are satisfactorily catered to. A large number of the local retailers use space in their district paper, and many hardwaremen use this advertising. In advertising spring needs, the J. C. McFadden Hardware proclaims that "spring is here" in convincing manner, and back this up with a variety of suitable suggestions. "What about that car?," is another pertinent phrase used by Mr. McFadden, this being followed up with timely pointers regarding auto paints and enamels.

The window display of Pritchard's Hardware, was devoted to paints, brushes, and other spring goods needed in clean up work. A revolving stand in one portion of the window supported a comprehensive line of paint products, with a reflector throwing an alternating light on the other goods, as well as attracting the attention of the passers-by. In conjunction with spring clean-up lines, tools have been featured with a fair amount of success by Mr. Pritchard. The window display previous to the current week, comprised tools of many kinds, including saws, nail-hammers, screwdrivers, and other building products in close proximity. Goods of this nature find a ready sale at this season, according to Mr. Pritchard, and in grouping builders' hardware, nails, tar paper, roofings and similar goods, many suggested needs are readily evident to the customer. The movement of tools and kindred products has undoubtedly been greatly stimulated by the extensive amount of new building activities noticeable throughout the entire Danforth district.

Feature Household Goods

Household goods find particular prominence in the spring opening display of the Mathewson Hardware, Ltd. These are grouped in singular effect in the window, while above the display, a clothes-line gives the appearance of wash-day. The articles suspended thereon, however, are not the customary garments, but miniature imitations of same, with pertinent advertising slogans printed thereon.

"You are on our line phone—for household needs," reads one of these signs, while distributed across the line are such paragraphs as, "Our line of housecleaning supplies is complete," and "We only carry the best lines made: line up with those who buy at Mathewson's." The body of the display contains such articles as rope and wire clothes-lines, clothesline pulleys, scrub brushes, wringers, clothes baskets, cocoa mats, wash boards, brooms, pails, floor mops, galvanized wash tubs, brushes and step-ladders. A line of paint is found among these spring need suggestions.

Tools Have Brisk Movement

Mr. Mathewson stated to Hardware and Metal that tools and builders' supplies were among the products exper-

LOWER PRICES ON MANY HARDWARE LINES

The importance of closely following market reports and tendencies is again accentuated when a larger number of reductions have been recorded this week than during any similar period for some time. Lower quotations appear on nail and machinists hammers, lead traps and bends, lead and waste pipe, certain numbers of wrought steel butts, glass washboards, linseed oil, double-pointed tacks, plain and lipped carpenters adzes, welding compound, cut hay wire, post hole augers, hay rakes, bed and blind staples, and the Enterprise line of food choppers.

iencing brisk demand this spring. The large numbers of homes being erected in the vicinity, greatly help in this direction, while grouping products that have some bearing one with the other, or that can be classed in conjunction, has been a factor of material assistance. For advertising, Mr. Mathewson depends upon a regular weekly four-page folder of large size, which is the product of four retailers in different branches of trade. Usually, one full-page is utilized by each merchant, and over five thousand copies are distributed to the homes throughout the district. Mr. Mathewson claims exceptionally good results from this method of advertising, and a sample of spring values in hardware is included in a lay-out reproducing various seasonable ads, contained in this section.

"Do you know that you can paint your car yourself?" is one of the questions Mr. Mathewson asks of his prospective customers. Suitable space is also given to both interior and exterior paints, while special bargains are pointed out on other seasonal goods, such as poultry netting, roller skates, coaster wagons, garden tools, seeds, and stoves and ranges of the smaller type for summer use.

Washing Machines

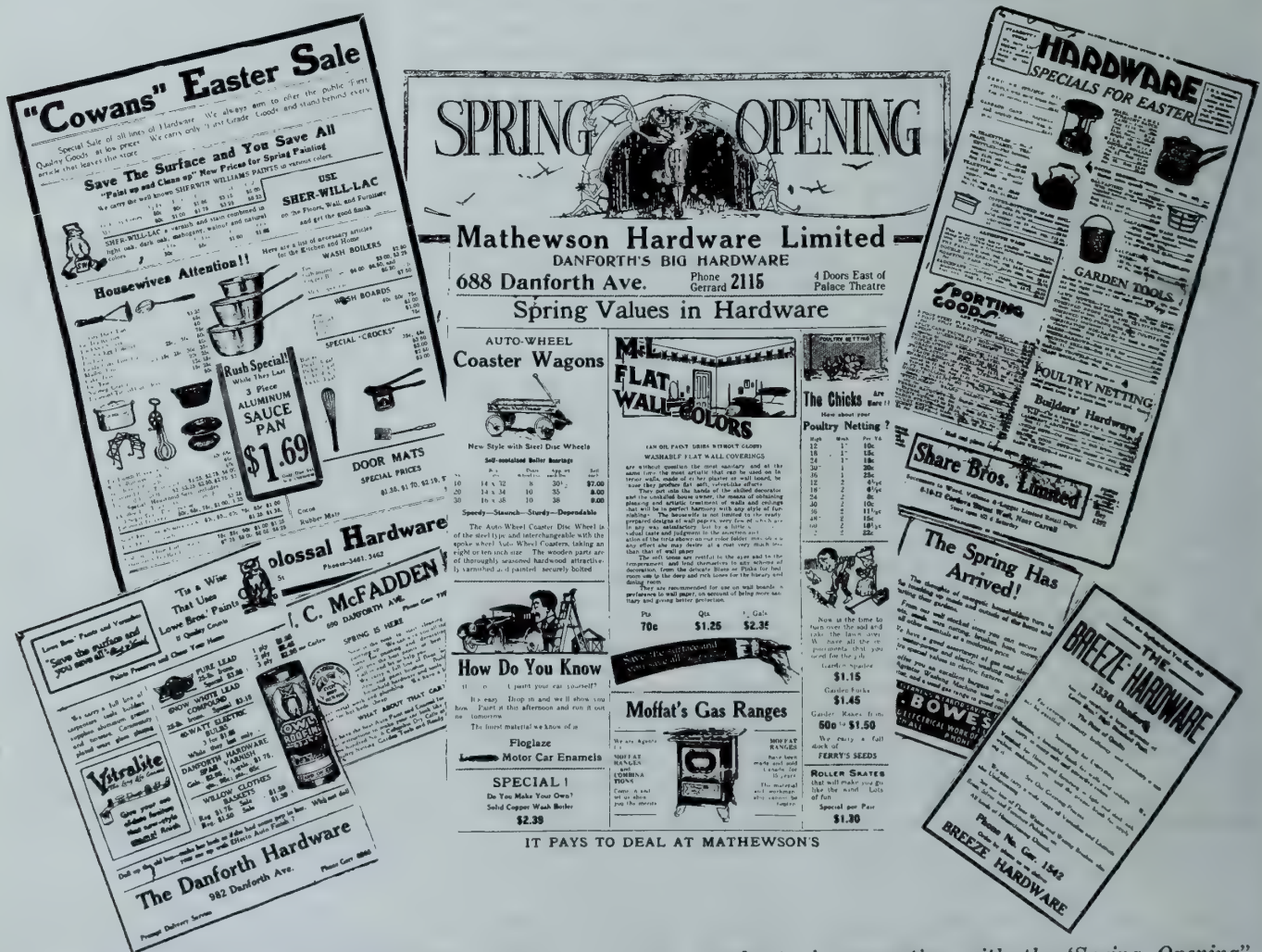
Particular emphasis was placed by several hardware merchants on washing machines, their window displays and advertising efforts being devoted to advancing the sale of these products in conjunction with numerous other household and spring needs. Another hardware store featured electrical goods in an extensive range. Electric bulbs to vacuum cleaners were prominent and freely met the customer's glance, both in the window and inside the store. Decorative table and portable reading lamps, flashlights, batteries, and in one case, hanging fixtures, combined in a specially attractive appeal to both the casual passer-by and the enthusiastic home-builder.

OFFICERS OF KINGSTON HARDWARE CLUB

Kingston, Ont.—Officers of the newly formed Kingston Hardware Club, as partially outlined in last week's issue of Hardware and Metal, are as follows:—president, A. Lemmon; vice-president, H. Taylor; secretary-treasurer, J. B. Bunt. Executive Committee, C. Simmons, Mr. Holmes of McKelvey & Birch and J. Toland of Marshall Hardware.

D. Graw, representing the Western Clock Co. of Peterboro, Ont., made the rounds of the wholesale houses on the coast this week.

Why not a Hardware "Spring Opening" at Easter?



Above are some descriptive ads used by Danforth hardware merchants in connection with the 'Spring Opening" campaign launched through their district association as outlined herewith. Other illustrations included above depict Easter specials by Share Bros. Ltd., of Vancouver, and also some Spring and Easter household suggestions by Cowans' Hardware, London, Ont.

Two of the hardware window displays used by Toronto merchants in connection with the Spring Opening campaign to develop trade at Easter are shown herewith. The upper one by Mathewson Hardware Co., Danforth Ave., shows a suggestive Spring scene with clothes on the line and a grouping of necessary lines for spring housecleaning. Pritchard's Hardware window shows a pyramid display of paints which was illuminated with changing colored lights at night, and combines brushes, wall finishes and other lines needed in the Spring.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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Montreal TORONTO Winnipeg

TORONTO, SATURDAY, APRIL 8, 1922

Tariff Discrimination

IN VIEW OF THE important bearing which foreign trade has and will continue to have upon the course of industry in this country, it is interesting to note what steps are being taken by the government and by business men to develop the world's markets for Canadian hardware and other products. A fair volume of export business is required in order that Canadian industry may operate at or near its capacity. Domestic trade alone cannot bring this result for during the war the capacity of Canadian industry was greatly increased under the stimulus of a consistent and extensive export trade. Therefore the development of foreign markets is much to be desired providing satisfactory trade relations can be established.

Provision has been made in the estimates tabled in the House of Commons a few days ago for an exhibition train of Canadian products to tour France. The plans for a train and for an exhibition for six months in France will help to some extent to establish Canadian products in that important market, and some revision of tariff arrangements with France is much to be desired in view of the action of that country in recently exempting United States goods from increases applicable under the French general tariff while continuing to apply those increases against Canadian goods. The result of this is that on most Canadian goods France levies double to three times as much duty as on similar goods imported from the U. S. Among the Canadian products suffering under this discrimination are wrought iron, iron bars, steel bars, tubes, varnishes, machine tools, locks, many forms of hardware, valves, brass goods, shafts, screws, bolts, link belting, spark plugs, etc.

This and other tariff arrangements will undoubtedly come up for discussion during the present session of parliament, and the trade should urge the necessity of removing this tariff discrimination.

Radio- Telephony

THE WORLD is passing through an age of transition and all the wonders which nature and the genius of man can contrive have not yet been discovered. Proof of this is found in the satisfactory results which have recently crowned the efforts of inventors in connection with radio-telephony. For some years it has been possible to send a telegraphic code by wireless, but it is only a recent development that enables the transmission of the human voice, music, etc., by wireless, and this accomplishment bespeaks considerable change in future methods of communication and possibly of entertainment.

For some time amateur radio-telephone sets have been sold in Canada and the United States and it is estimated that to-day there are in use some 200,000 sets in the U. S. and about the same proportion to population in Canada. A number of electrical goods manufacturers provide sending apparatus at various points to transmit concerts, lectures, etc., for the benefit of these amateurs, and many pleasant evenings are spent by these operators and their families in listening to entertainment provided many miles distant. Some public concerts have recently been held in Toronto at which the wonders of radio-telephony have been demonstrated by providing, through an amplifier, various musical numbers being played several miles away and transmitted by wireless.

There is little doubt but that in the near future radio sets will be common equipment in the average household. Already several builders of apartment houses and private homes have indicated that their plans provide for the installation of such equipment. Sales of radio sets through stores in Canada have been many and are increasing, particularly for receiving sets, and there is no reason why the hardware store should not become the logical centre for the distribution of such equipment.

Inter-Dependence

A RECENT development of the process of readjustment emphasizes the interdependence of all branches of our social and business interests. This is of particular importance in indicating the true relation of the agricultural and industrial phases of our economic system. For a great many years the farmer did not trust the business man and this lack of confidence was also felt by some business men when farmers became an important influence in the political life of the country. Developments coincident with the period of readjustment have, however, shown more clearly the true relation of these factions than might otherwise have been the case and benefit should result.

The farmer has seen that co-operation with the business interests of the country is the only way in which to bring about a satisfactory solution of his difficulties, and the business man has seen the bad effects of neglecting to look after the interests of the agricultural sections. The Canadian farmer has recently been in dire circumstances due to the big decline in value of agricultural products and the closing of certain markets by the application of tariff protection. Recently this situation has improved and the farmer is to-day in better position to procure his requirements. As a class, the agriculturist has learned something of his interdependence with other interests. Prosperity will be aided largely in the future by a sympathetic understanding between both these groups, and in this the rural hardware merchant can play an important part, not only in helping to improve general conditions but in discouraging the tendency in agricultural districts toward the establishment of distributing agencies which are not conducive to the best business interests of the country as a whole.

The Building Situation

IN MOST sections of Canada house building is becoming very active and it should not be long before much of the shortage of accommodation which has existed for some years, is relieved. An official of the works department in Toronto stated to Hardware and Metal this week that an average of thirty-five water installations a day were being handled in the city at present, in connection with new residences only. The past few months have seen a considerable fall in prices of building materials, and while wages have not declined to a marked degree, agreements have now been consummated with practically all classes of workers and wages will at least be stable for some time. On this basis much deferred construction is being proceeded with as far as houses are concerned.

* * * *

A NOTABLE increase in the number of price reductions is recorded this week. More price developments have been announced than during any similar period since January, when changes in hardware quotations were exceptionally numerous. The various important lines having lower prices are enumerated in the market section.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Increased Hardware Movement in March

B. C. Wholesale Hardware Distributors Report Increasing Activity—Miners Calling for Equipment as Snow Disappears—Spring Lines Moving Well

VANCOUVER, B. C.—Although it has been a long time coming, wholesale hardware distributors in British Columbia generally report increased business for March, compared with January and February. The class of buying now in evidence indicates that retailers' stocks are fairly well cleaned up and that from now on, there should be a gradual improvement. Money continues to be tight and the trade finds it difficult to keep up collections on a normal basis. There is a very small proportion of retailers taking advantage of discounts offered by the jobbers, according to opinions expressed to Hardware and Metal.

With the gradual disappearance of the snow, prospectors and miners are commencing to make their way into the new silver and gold strikes at Williams Lake and the Mayo district of the Yukon and their departure has had a favorable effect upon demands for equipment. From all reports, the Williams Lake camp promises to be one of the big ones this season with the result that merchants in that particular section of the Cariboo have been sending in a fair volume of orders.

The McClary Mfg. Co. has made a specialty of a prospector's kit consisting of a frying pan, 2 plates, knives, forks and spoons, two pails and cups and a can opener. The kit was sent into the camp and proved so popular that a fair volume of business is coming in.

Wholesalers are well pleased with the results achieved at the Building and House Furnishing Exhibition which closed on the 25th of March with a record attendance. They say that business was done in electric ranges, furnaces, stoves, plumbing and other house furnishing lines that otherwise they would not have come in contact with.

Weather conditions here this week have been most seasonable and this has had the effect of accentuating trade in garden tools, paints, household cleaning articles, poultry netting and other outdoor goods, all of which are given prominent display in retailers' windows.

Poultry netting is wholesaling at $1.95 per 2 x 12 roll up to $7.50 for the 1 x 36 size. Shovels and spades are moving on a basis of $12 to $14.15, the latter figure being quoted for the Jones or Bulldog. Clothes line wire is ranging from 33 to 55 cents for the fifty and one hundred foot lengths. Carpet felt is on the market at $4.10 per roll of fifty pounds for the sixteen-ounce size. The drop recorded a week ago in wire nails to a basis of $5.10 has resulted in an increased demand from the building trade.

Building incidentally, is moving ahead and this has meant a heavier outward movement of lock sets and other building hardware. For the first three months of the calendar year building permits total $900,000 as compared with $750,000 for the similar period of last year. This does not include the municipality of Point Grey where even greater activity, comparatively, is proceeding.

There has been a sharp reduction of automobile tires, the top grade Dominion selling at $40.50 as compared with a figure of $67.85 two years ago. This is approximately one-third less than prewar prices.

As the copper market at primary markets is weak, it is anticipated that kettles and other goods with copper in their make-up will be affected.

JAMES H. ASHDOWN

President, J. H. Ashdown Hardware Co. Ltd., Winnipeg, who has just celebrated his 78th birthday.

J. H. ASHDOWN CELEBRATES 78th BIRTHDAY

Hardware and Metal joins with others in the hardware trade in Canada in extending congratulations and good wishes to James H. Ashdown, president of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, who has just celebrated his 78th birthday. For many years Mr. Ashdown has been an outstanding figure in the business circles of Western Canada, and he is one of the pioneers in the hardware business of Canada. It was at the early age of 24 years that Mr. Ashdown settled in the Red River settlement, as Winnipeg was then known. It had a population of 100. Mr. Ashdown has played an important part in the rapid development of that country through his interests in the hardware trade, governmental bodies, banking, financial and insurance.

ASHDOWN STAFF HOLD CURLING BONSPIEL

Winnipeg.—The ninth annual curling bonspiel of the employees of the J. H. Ashdown Hardware Co., resulted in W. S. MacDonald's rink winning the Grand Challenge Trophy and J. Budd rink were runners up. J. E. Hunter won the Consolation event. Prizes were presented by C. H. S. Bamford, sales manager, these consisting of various articles of cut glass.

OBITUARY

The death is announced of William G. Mackenzie, of Vancouver, one of the best-known hardware men in Western Canada. For the past twenty years he was managing director of Wood-Vallance & Leggatt., the sale of which firm to Marshall-Wells Ltd., was recently announced in Hardware and Metal. His sudden demise was caused by heart trouble. He was sixty years of age.

WESTERN CANADA NOTES

H. W. Davidson and Co., Lafleche, Alta., has dissolved.

A. P. Swallow, is commencing a hardware business at Willow Brook, Alta.

T. B. Cheeham has commenced a hardware business in Saskatoon, Sask.

S. Krawitz, hardware merchant, Luseland, Alta., has been succeeded by Z. L. Harlow.

Bruce Campbell, hardware broker, Victor Vallance, manufacturers' agent, and H. W. Glassco, manufacturers' agent, all of Winnipeg, have moved from their former offices and are now located at 627-628 Union Bank Building.

Events in the Trade

BUSINESS CHANGES

Underwood, Ont.—Messrs. Fred Shede and Henry E. Brill, who for the past seven years have been conducting a hardware store at Underwood, have dissolved partnership, Mr. Brill taking over his partner's interest in the business.

Belleville, Ont.—Messrs. Tom Bailey and Russel Conner of Madoc left this week for Waterford, where they have taken over a hardware business in that town. Mr. Bailey has been in Belleville for some time, having been employed by The Smith Hardware Co.

G. Stokes of T. H. Hardware & Supplies, Ltd., advises Hardware and Metal that this firm has taken over the hardware business of T. Knapton at Thornhill, Ont., carrying on business with hardware, household supplies, paints, accessories, etc., and will appreciate catalogues and lists from manufacturers.

Clinton, Ont.—M. T. Corless has sold out his hardware business to Messrs. T. W. Hawkins and Hugh Miller, the latter lately of Brooklyn, N. Y., who will take over as soon as stocktaking is completed. The new firm will combine a general hardware and plumbing business. Mr. Hawkins has been in the plumbing business here for years. Mr. Miller is Mr. Hawkins' father-in-law.

NEW FIRMS

S. B. Rice has commenced a hardware business at 386 Church St., Mimico P. O., Ont.

CANDLES START FIRE IN HARDWARE STORE

Windsor.—Fire believed to have started from candles in the hardware store occupied by Fred Dubensky at 168 Drouillard Road, Ford, Ont., kept fire men busy for five hours before being extinguished.

Fred Dubinsky lost $5,000.

PERSONAL

Leslie Hall, vice-president of the Williams Tool Corporation, of Erie, Pa., and Brantford, Ont., has decided to make his headquarters in Erie, Pa., and will this summer remove to that city to reside. The move follows his promotion to the general managership of both plants of the company, one each of the border.

Announce Death of Sir John C. Eaton, Pres. T. Eaton Co.

THE DEATH OF Sir John Craig Eaton, president of the T. Eaton Co., Ltd., Toronto and Winnipeg, the largest departmental store in Canada and one of the largest on this continent, was briefly announced in last week's issue of Hardware and Metal. Sir John Eaton has frequently been referred to as the "greatest merchant" in the Dominion and his death will be felt keenly among various branches of the business life of this country. Under his direction the T. Eaton Co., has continued to grow on the basic principles established over half a century ago by his father, the late Timothy Eaton, who died only fifteen years ago.

SIR JOHN C. EATON

President of T. Eaton Co., Ltd., Toronto, and Winnipeg, whose death is announced.

Sir John Eaton was but forty-six years of age, and passed away while actively engaged in directing the business affairs of the firm of which he was the head. Death resulted from influenza and came somewhat unexpectedly after a period of several days recovery from an earlier attack of this malady. He leaves a widow and five children, the eldest a boy of nineteen years. Also surviving are his mother, Mrs. Timothy Eaton, and a brother, Major W. F. Eaton and two sisters.

A Liberal in politics, Sir John Eaton refrained from taking an active interest in party affairs though he was one of the eighteen prominent business men of Toronto who seceded from the Liberal ranks in opposition to the reciprocity pact of 1911. He was always a strong supporter of Canadian industry. Of necessity his store was a large importer of foreign goods, but wherever possible the Canadian product was given first attention. He was created a Knight Bachelor on June 3, 1915.

The T. Eaton Co., has always been in the forefront in introducing and following up business reforms, particularly in regard to the retail distribution of merchandise, and has been a leader in such movements as those for shorter hours for employees, half holidays, etc., and among business interests it is recognized that both Sir John Eaton and his father who founded the firm have always granted the utmost concessions to employees in the interests of a higher standard of living. Throughout all branches of the manufacturing and distributing enterprises of this company, these reforms have been carried.

The benefactions of Sir John Eaton have also been widespread and generous. He has made large grants to various charitable institutions and provided a helping hand frequently when required by various organizations and individuals. His assistance to employees particularly during the war was very greatly appreciated by his staff, and his assistance in forming special fighting units and in other ways was an important factor in war times.

At the time of his death Sir John was in addition to his position at the head of the T. Eaton enterprises, a director of the Dominon Bank, Canadian Pacific Railway, Honorary Director of the Canadian National Exhibition, etc. His untimely death will be keenly felt by both business and social interests with which he was in contact.

FIRE LOSS

Wallaceburg, Ont.—The largest warehouse owned by the Dominion Glass Company, and well filled with manufactured stock, was destroyed by fire.

J. Taylor Webb, of the firm of Bissett and Webb, Winnipeg, is on a business trip calling on the wholesale trade in Western Canada.

ONTARIO INCORPORATIONS

Hamilton Iceless Refrigerator Co. Ltd., capital $50,000, head office, Hamilton, to manufacture and deal in refrigerators and equipment.

T. H. Hardware & Supplies Ltd., capital $40,000, head office Thornhill, Ont., to carry on general hardware and plumbers' supply business.

Dexter Lock Co. Ltd., head office Hamilton, capital $100,000, to manufacture and deal in hardware.

DOMINION INCORPORATIONS

The Hardware and Cutlery Co., Ltd., head office Montreal, capital $25,000, to carry on wholesale and retail trade.

Manganese and Steel Foundry, Ltd., head office Sherbrooke, Que., to carry on business of manufacturing and dealing in iron and steel and other materials from the ore to the finished product.

The Gilchrist Co. of Canada, Ltd., head office Toronto, capital $50,000, to manufacture and deal in metal goods, glassware, wooden utensils, ice tools, silver-plated ware and similar utensils. This company takes over the assets of The Gilchrist Co., Inc., of Newark, N.J.

WHERE CONVENTIONS OF O. R. H. A. HAVE BEEN HELD

The decision to hold the 1923 annual convention of the Ontario Retail Hardware Association in Toronto, as outlined in last week's issue of Hardware and Metal, is interesting in view of the fact that since 1917 these conventions have been held each year in Hamilton, and the 1923 convention will mark the first departure from that rule for some years. The cities in which the various conventions of this association have been held since its organization in 1906 are as follows;—1906-1908 in Toronto; 1909, Hamilton; 1910, London; 1911, Peterboro; 1912, Guelph; 1913, Hamilton; 1914, Ottawa; 1915-1916, Toronto; 1917-1922, Hamilton; 1923, Toronto.

SARNIA GRANTS CONCESSIONS TO DOMINION ALLOY STEEL CO.

Sarnia, Ont.—Sarnia City Council held out the the glad hand of welcome to the Dominion Steel Alloy Corporation, whose representatives appeared before the Council to obtain concessions in return for the establishment here of a proposed $3,000,000 plant. B. H. McCreath of Toronto, George A. Simpson of Hamilton and A. I. McKinley, solicitor for the company, represented the company. A by-law granting the concessions asked was passed by the Council and will be voted on May 4.

The by-law provides for a fixed assessment of $3,000,000 on 400 acres of land, the actual site of the plant; the opening up of streets and the laying of sewers as rapidly as warranted by the development of the concern; annexation of the territory by the city. Water and sewers to be supplied.

Partnership Formed

G. L. Cohoon, manufacturers' agent, 11 St. Sacrament St., Montreal, announces that on April 15 G. W. Pugh, of the Dominion Paint Works, Walkerville, Ont., will join partnership with him, under the name of Cohoon & Pugh.

G. L. COHOON

Mr. Pugh is by no means a stranger to the hardware trade, having been connected with the Dominion Paint Works for some years past.

The new arrangement will allow a closer connection with the trade, and territories from coast to coast will be covered the new firm representing English and American manufacturers, among which are the following:—

G. H. PUGH

Thos. Ellin & Co., Ltd., Sheffield, England, Table and Pocket Cutlery; V Dugmore Lock Co., Ltd., Wolverhampton, England, Brass Cabinet Locks; The Sports Co., Manchester, England, Tennis Rackets, Footballs, Boxing Gloves, etc.; A. E. Rudge & Son, Redditch, England, Fishing Tackle; Wilder Pike Thermometer Co., Inc., Troy, N. Y., U. S. A.; The E. T. Fraim Lock Co., Lancaster, Pa., U. S. A., Padlocks, Night Latches, etc., (Eastern Canada only).

NEWS FROM KINGSTON

Kingston, April 7.—The Kingston harbor was opened on Thursday and local hardware merchants are now looking for a brisker business as for over three weeks people living on the islands have been unable to reach the city to do their shopping. A record business is looked for on Saturday.

The local hardwaremen have under consideration a proposition to bring a representative of a big paint house here in the course of the next two weeks to give a demonstration on the selling of paints.

A fact which goes to show that citizens should make inquiries of the local merchants before they write elsewhere has been revealed here. A few days ago a citizen wanted to get some quotations on a certain kind of paint manufactured in the United States. He wrote the firm and through a Toronto agency was given the information he desired, but he found out that the paint he was looking for was handled by a local dealer and more than this that the paint was being advertised in the local newspapers.

WESTERN CANADA NOTES

The Ming Wo Hardware Co. has opened up at 23 Pender street east, Vancouver, with a well assorted stock. The Wancow Hardware is already carrying on business within two doors.

G. K. Morrison is erecting two new stores in the 2700 block, Fourth Avenue west, Vancouver. He will occupy one of these himself as a plumber and will carry a full line of plumbing supplies.

Rowland's Hardware at 1130 Commercial Drive, Vancouver, was broken into this week by thieves who helped themselves to sporting goods and electrical supplies valued at a hundred dollars.

Much systematic thieving has been in evidence in Vancouver during the last fortnight or so. The Canadian Metals Co. plant at 1428 Granville street has suffered to the extent of $540, the prowlers helping themselves to tin sheets to this extent.

Brandram, Henderson, B. C., Ltd., whose plant is located on Industrial Island, Vancouver, has announced to the trade that from now on, it will sell direct to the retailer instead of through any other distributor. The company was formerly represented by Wood, Vallance & Leggat, Ltd., and with the purchase of the latter firm by Marshall Wells, Ltd., the paint firm decided to change its policy. This will affect the entire B. C. and Yukon territory.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

Editor, Hardware and Metal—

I am opening a retail hardware store in Toronto and require a salesman. I have received several replies to advertisements but retail salesmen seem so unreasonable. Some want as high as thirty-five dollars per week to start. Is there an average wage paid in Toronto? Do you think I should be held up by these fellows? Start the ball rolling back to $15 per week.

(Signed) A. KASER, Toronto.

Answer:—Salaries of retail hardware salesmen in Toronto vary from about $15 per week for juniors to $35 per week for high class experienced men with ability to direct other salesmen, dress windows, write showcards, etc. Men getting the latter salary are generally found only in the larger stores where their ability has plenty of scope. The average wage paid would probably be from $20 to $22 per week in Toronto at present.

George D. Davis, Esq.,
Manager Hardware and Metal,
Toronto.

I received the sheets showing the various charts printed in Hardware and Metal covering prices and I appreciate very much your sending them and mounting them the way you have.

We expect to place these in a large picture frame so our customers can examine them if they wish to.

Thanking you for your trouble, I remain,

JAMES McGREGOR,
Caledonia, Ont.

NEED LESSONS IN SALESMANSHIP

The following letter has been received from a hardware manufacturing firm which is a large purchaser of supplies and the name of which has been omitted by request.

Editor, Hardware and Metal,
Toronto, Ont.

Can I take up just a few minutes of your valuable time as I have often noticed in different trade papers little write-ups stating what buyers should not do to travelers—I do wish some person would write up an article on what travelers should not do to buyers. It is sometimes very annoying and exasperating to have to put up with some of them and the worst are those that represent the manufacturer.

I will give you an instance of a so called traveler who called on us this morning. The conversation started this way—

"Good morning, Mr. X." Not knowing who he was I could not call him by name and simply said "Good morning." For five minutes he talked about what he saw in one of the Toronto papers on the train this morning on the way up to our city. We have not time to read the papers except at noon when we are swallowing our lunch. Then he asked me if there was anything we required in his line—he did not tell us what line he represented—and to make a long story short, he went out by saying, "Goodbye, I suppose there is nothing you require in our line."

He has just gone out the door and I do not know what firm he represented.

I wish to goodness some of the manufacturers would give their salesmen at least one lesson on salesmanship before they take up the time of busy buyers.

Yours truly,
SUNSHINE.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

QUALITY TOOL CATALOG

The Quality Tool Works, Ltd., announce that they are now operating in their new and larger premises at 480 Rielle St., Montreal, where new machinery and equipment has been added. On this occasion they are issuing to the trade their new catalog, No. 22, which covers a large and comprehensive line of tools. It is fully illustrated, with an accompanying description of each article. Tools now manufactured include, awls, center punches, carpenters' bars, chisels, machinists' hammers, ice picks, nail sets, pliers, punches, reamers, screw drivers, tack claws, tool kits, and wrenches.

NEW WENTWORTH CATALOG

The Wentworth Mfg. Co., Hamilton, manufacturers of kitchen aluminum, now have their new catalog ready for distribution.

This booklet gives complete and detailed information of "Wellworth" aluminum, and also contains descriptions of the other metal specialties made by this company—copper and brass ware, bath room trimmings, hot water bottles, brass taps, nose nozzles and couplings, lawn sprinklers, fixture loops and hooks and gaskets.

With each catalog is furnished a net price list, to enable the buyer to dispense with the calculating of costs from lists and discounts.

Copies will be supplied upon request to the above firm.

OPPORTUNITIES FOR CANADIAN INDUSTRIAL EXPANSION

Direct methods of selling Canada to the British manufacturers are indicated in a booklet which is issued by the department of trade and commerce of the Dominion Government at Ottawa, entitled, "Canada as a field for British branch industries." This treatise give a complete collection of facts and figures relative to all phases of Canadian industry, so arranged that their meaning is evident at a glance. It portrays the opportunities awaiting foreign manufacturers and investors in the separate and collective fields of industrial development. It further points out that Canada possesses immense possibilities for industrial expansion, and makes particular note of the fact that American industrial interests have already been making salient uses of these opportunities. The future of Canada's trade relationship, and especially her export trade, have been given special attention, and the opinion is expressed that Canadian industry in general is now on the threshold of important developments.

WELLWORTH ALUMINUM SETS

The Wentworth Mfg. Co., Hamilton, are putting up assortments of aluminum in sets. These sets comprise useful pieces, serving as the nucleus of an aluminum shower, and are made up particularly from the standpoint of those wishing to make presentations to brides-elect. Three standard assortments, at different ranges of cost, are offered.

Folders with full particulars prepared for the inspection and information of the intending purchaser will be mailed by the manufacturer to merchants on request.

SHOULD YOU BUY YOUR ADVERTISING MATTER?

Some manufacturers are of the opinion that much alleged waste of advertising matter supplied by them to the retail hardware merchants could be stopped if a nominal charge was made for such matter. Some manufacturers' salesmen are also said to have recently reported that the retail hardware merchants were getting too much advertising matter and that many of them were inclined to substitute such matter for real selling energy.

Hardware and Metal has secured some interesting matter on this subject, which will be outlined in an early issue. Meanwhile the Editor will be pleased to have a letter from YOU outlining your views on this important topic, your name to be omitted in the discussion if desired.

Twenty Years Ago

Following articles are reproduced from Hardware and Metal of April 5, 1902:—

J. H. Ashdown is calling for tenders for an extensive addition to his wholesale warehouse on Bannatyne Street, East, Winnipeg. The present structure which was considered enormous when erected a few years ago is entirely too small for the growing trade of the firm.

Notice is given of the application of Thomas J. Drummond, Edgar M. McDougall and George Drummond, manufacturers, all of Montreal, for incorporation as a company to be known as The Canadian Foundry and Iron Co. Ltd.

The Maple Leaf Harvest Tool Ltd. is applying for incorporation. The names of the incorporators are C. J. Shurly, Jerome C. Dietrich and others, all of Galt, Ont. The place of business will be Tillsonburg, the capital stock $100,000.

The Business Men's League of Montreal elected the following officers for 1902: President, Henry Miles; Vice-President, C. Chaput; Treasurer, J. C. Holden; Ex. Committee, H. Miles, F. W. Evans, C. Chaput, George Drummond and J. C. Holden

Those interested in the production of arsenic in the Dominion formed a deputation and waited on Hon. Messrs. Fielding, Muloch and Fitzpatrick and asked for a bounty on the output of arsenic in Canada.

Taylor Webb, Toronto, representative of the Thomas Davidson Mfg. Co., Montreal, in Manitoba and the West, has just returned from a three months trip over his territory.

William A. Hillhouse, hardware merchant of Shelburne, Ont., has admitted as partner Jas. H. Nichol of Toronto.

S. Mullet and Co., hardware merchants, Seaforth, Ont., have sold out to Chesney & Smiley.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THERE have been more price reductions recorded on the hardware markets this week than during any similar period since January. Declines are announced on lead pipe, lead traps and bends, nail and machinists' hammers, wrought steel butts, glass washboards, double-pointed tacks, certain brands of welding compound, linseed oil, bed and blind staples, cut hay wire, hay rakes, the Enterprise line of food choppers, post hole augers, and plain and lipped carpenters' adzes. Some minor revisions in scrap metal prices are also recorded on Eastern markets, while Western centres report easier quotations on some lines of lawn mowers, and similar changes on clothes line pulleys, and fry pans. Turpentine has developed a slightly firmer tone, due to a temporary shortage of this product, with steady prices prevailing on paint products generally. A report that revisions in wood screw discounts have increased quotations on American markets, may be reflected in domestic centres, if the change is uniformly adopted. Scrap materials are still moderately quiet, while the centre of interest in the ingot metal markets is the fact that copper has again weakened under the announcement that certain producers are about to resume operations. Construction activities on an increasing scale have created a brisk movement in builders' hardware, while recently improved weather conditions have stimulated the current sale of seasonal goods. Bookings of ready roofings also record improvement, while the progress in the steel industry is measured by the firmer price levels now generally in effect, combined with the practical elimination of price shading from the domestic markets, and the recent attempt to increase sheet quotations on southern primary centres.

Montreal Markets

MONTREAL, April 6.—Price developments in the hardware markets this week centre around cut hay wire, single loop bale ties, glass wash boards, double pointed tacks, bed and blind staples, welding compound and the scrap markets. Cut hay wire and bale ties are reduced from 30 to 50 cents per 100 lbs. on the different gauges, and glass wash boards are 50 cents per dozen lower. Double pointed tacks have new list prices, with discounts unchanged. Bed staples and blind staples are now quoted at less 35-12½ per cent., former discount being 30 off. To those interested, welding compound is reduced in both the Cherry Heat and Climax brands. In the waste material markets varying price revisions are recorded. Boiler plate and light brass quotations are increased while rubber shoes and wrought iron show a slight reduction.

There is a noticeable improvement in the ingot metal markets, the tone in most cases being slightly firmer and quotations on tin and spelter are a little higher on the local market. The sheet markets and bar iron also continue to improve, and distributors are of the opinion that a much healthier situation has now commenced with the possibilities of a fairly satisfactory season in the coming months.

BUILDERS' HARDWARE AND TOOLS FIND READY SALE

Montreal.

Lines which are proving active sellers throughout the trade at present are builders' hardware and carpenters' tools. Speaking with one large wholesaler, Hardware and Metal was informed that sales of these lines were now beyond expectations earlier in the year, and certainly well above the sale of last year. Building operations are undoubtedly the reason for this activity, and the fact that orders are being received from almost all sections is particularly encouraging.

WROUGHT BUTTS HAVE CHANGED DISCOUNT

Montreal

Through a revision in discounts, No. 840 wrought steel butts have new lower quotations. These are now quoted at less 17½ per cent., former discount being 10 per cent. Following are prices on some of the well known lines:

WROUGHT STEEL BUTTS—

Number	Less per cent.
840	17½
800	Net
838	10
808	Plus 10
804	17
802	Net
810	Plus 25
814	Plus 25

NO FURTHER CHANGE IN PIPE FITTINGS

Montreal

No further change is made in pipe fittings since the revision in wrought nipples last week. Trade in these lines is described as slightly improved although sorting orders continue to form the greater portion. Dealers are apparently still willing to take care of immediate requirements only, notwithstanding the more active period which is usually noted in the ensuing weeks. Following are unchanged discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

DOUBLE POINTED TACKS HAVE NEW LIST PRICES

Montreal.

New list prices are announced on double pointed tacks, which lower the net quotations although discounts are unchanged. Following are present lists and discounts:

DOUBLE POINTED TACKS—

Blue and coppered—No. 9, $1.00, No. 10, $1.20, No. 11, $1.30, No. 12, $1.40, No. 14, $1.50.

Tinned—No. 9—$1.60, No. 10, $1.85, No. 11, $2.00, No. 12, $2.20, No. 14, $2.40.

Less 65—25%.

REVISIONS ARE RECORDED IN SCRAP METAL PRICES

Montreal

Quotations on certain lines of waste materials are now revised, both higher and lower quotations featuring the markets. Rubber shoes are quoted slightly less, and wrought iron is reduced from $10.00 to 9.00 per gross ton. The light brass price is increased to 3½ cts. per lb., and boiler plate is 50 cts. per ton more. There is little or no change in the tone of the market, these price changes being announced by local dealers, based on stocks on hand for the most part. Quietness still prevails, although there is a little brighter outlook owing to the improvement in the steel industry. The opening of better weather should also assist in this direction. Following are revised quotations, which are purely nominal, and for larger quantities.

Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 05
Red brass	0 08¼
Light brass	0 03½
Scrap zinc	0 03
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10
Wrought iron, R. Bd., No. 1 per gr. ton	9 00
Malleable scrap (ton)	8 00
Pipe scrap (ton)	6 50
Heavy melting steel	6 50 7 00
No. 2 busheling	3 00
Boiler plate	7 00
No. 1 machinery cast	20 00

BAR IRON CONTINUES ON ROAD TO RECOVERY

Montreal.

The market for bar iron and steel continues to improve, and the situation on these products, which indicates the industry as a whole, is now making progress. Although the improvement to date has been gradual, it is of a healthier nature than has prevailed for some time, and dealers are optimistic of the future trend. Stocks are now being replenished, and although buying is still being carried on in a very careful manner, this movement alone lends encouragement. Quotations locally are still unchanged but somewhat firmer, and distributors are still firm in their ideas of a stiffening in prices. The coal strike, and the effect it will have on the industry in general, is not yet being taken seriously, stocks on hand said to be sufficient for some time to come. Mill reports of improvement are satisfactory, with every indication of further increased operations during the remaining spring months at least. Unchanged price levels are the following:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

FURTHER IMPROVEMENT NOTED IN SHEETS

Montreal

The sheet markets are still on the road to recovery, and a further improvement in sales is recorded this week. Galvanized sheets in particular are showing favorable progress, the movement of these products no doubt being assisted by the recent spring weather. This improvement in the selling end is also assisting toward a more stable condition in the market, and distributors locally are of the opinion that prices have reached bottom. The trend of the market for for months past has been downward, particularly so in latter weeks when dealers were anxious to dispose of stocks in order to make way for fresh supplies for the spring trade.

Dealing with to-day's mill quotations, the recent advance in certain quarters of the southern markets was pointed out, and while this has not, up to the present, reflected locally, it clearly indicates the feeling in the market. Following are unchanged quotations for this week:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	6 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

NEW LOWER PRICES ON CUT HAY WIRE

Montreal.

A further reduction of from 30 to 50 cents per 100 lbs. is made in cut hay wire, and following are present quotations:

CUT HAY WIRE—

6 to 11 ft., per 100 lbs., No. 9, $4.10, No. 10, $4.25, No. 11, $4.40, No. 12, $4.50, No. 13, $4.65, No. 13½, $4.65, No. 14, $470, No. 15, $5.00, No. 16, $5.20.

STEADY IMPROVEMENT IN TROUGH AND PIPE SALES

Montreal

Eavestrough and conductor pipe are better selling lines from week to week, and dealers are well satisfied with the early opening of the season on these lines. With building operations reaching fair proportions in most sections, sales are expected to be well maintained throughout the spring and summer months. There is no change in quotations, and following are list prices and discounts:(

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated.	dozen
2 inch	$ 5 25
3 inch	6 00
4 inch	10 50
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

MORE ACTIVE MOVEMENT OF READY ROOFING

Montreal

The month of April has brought a more active business in prepared roofings, and sales are now proceeding along satisfactory lines. The recent milder weather has proven to be the required stimulus for these lines, as previous to this the movement was described as slow, and bookings were not as plentiful as hoped for at the commencement of the year. With dealers awaiting actual demand, stocks are naturally low in all sections, and manufacturers feel that the present season will continue to improve well into the summer months. There is no further revision in quotations since the reduction early in the year, and the market is fairly strong because of prevailing costs of raw materials. There is said to be little chance of a revision in quotations until after the active period in the following months at least.

LOWER PRICES ON SINGLE LOOP BALE TIES

Montreal

A reduction is announced on single loop bale ties, this being the second revision in these goods since the beginning of the year. Following are revised prices:

BALE TIES—

No. 12—$4.50 per cwt., No. 13—$4.60, No. 13½—$4.65, No. 14—$4.70, No. 15—$5.00, and No. 16—$5.20 per cwt.

BED AND BLIND STAPLES ARE REDUCED IN PRICE

Montreal

Through increasing the discounts, both bed staples and blind staples are reduced in price. These are now quoted at less 35—12½ per cent., former discount being 30 off.

GLASS WASH BOARDS ARE REDUCED IN PRICE

Montreal.

A reduction of 50 cents per dozen has been made in the quotations on glass wash boards, and these are now quoted at $7.50 per doz. Other boards, zinc and enamelled, are unchanged.

LEAD AND ZINC PRODUCTS REMAIN UNCHANGED

Montreal.

There is little or no change in the market for lead and zinc products. Quotations remain unchanged since the recent revision in solder prices, and the undertone of the market is slightly better because of the improved state of metals in primary circles. Current quotations are at a basic level, comparative with allied lines, and even pre-war prices. This condition is in sympathy with ingot metals, which in most cases are also low in price. For this reason there is little further recession looked for, and a more active market in the months following is also expected to stiffen prices. Following are unchanged prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

MODERATE TRADE IN BOILER TUBES

Montreal.

The expansion in the boiler tube market, noted a week or so ago, appears to have been of only temporary duration as the movement of these products is now said to be of moderate proportions. The lack of building of the larger class is responsible for the falling off in demand, although this may be only a temporary condition also, and sales may improve in the following weeks, but increased trade is not looked for in tubes to the same extent as in other iron and steel products. Quotations remain unchanged as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

EASIER PRICES ON WELDING COMPOUND

Montreal

New lower prices are given on welding compound, and Cherry Heat in 5 lbs., is quoted at 11½ cts.; Climax in 5 lbs., 11½ cts.; Climax in 100 lbs., 10½ cts. per lb.

TIRE PRICES FIRM: PRICE CHANGES LATER

Montreal.

Dealing with the question of prevailing prices on auto tires, and the possibilities of higher quotations on these and other rubber goods, owing to the strength of the raw material markets, Hardware and Metal was informed by certain manufacturers of these lines that while the market is very firm, there is little likelihood of a revision at the present time. The rubber and raw cotton markets with their present levels, it is claimed, have undoubtedly stiffened prices, and a continuance of this strength would warrant higher tire prices in the near future. There was recently a move in this direction, but because of the present active season, it was thought better to stay any action until a later date, and in the meantime await further developments in the basic costs market.

INGOT METALS SHOW SIGNS OF RECOVERY

Montreal.

The tone of the ingot metal markets is somewhat improved this week, in certain lines at least, and there is a slightly better feeling existing. A gradual advance in demand is required, and it is hoped that this will soon be in evidence. Up to the present, this had not been sufficiently marked to cause any great buying, but the outlook is now certainly much brighter.

TIN.—Fluctuations in this metal are still very narrow, and during the month of March the price in New York covered a range of only about one half cent per lb., which shows the steadiness of the market. March statistics show a decrease in the visible supply. The market is steady but no particular advance can be looked for as yet. Locally the price is slightly firmer at 34½ cents.

COPPER.—The London market touched the lowest point, both on standard and electro, since the early days of the war. At the present time there is not much sign of any great improvement. New York market is slightly easier than last week, and buyers are more interested at the lower level. Sales have been made as low as 12⅝ delivered for shipment this quarter. Until the present accumulations of scrap copper are somewhat reduced, there is little prospect for improved demand for new metal locally, and the market is dull at 16¾ cts. for electro, 16½ cts. for casting.

SPELTER.—This metal has shown a firmer tone at East St. Louis, and there have been some fairly large purchases of ore. The spot price has advanced to about $4.75, which is the highest touched in several months. London is also firmer. Locally, demand is fairly good, with the market slightly higher at 7¼ cents.

LEAD.—Lead is quite strong in the U. S. A., and the average price has been advanced during the past week. Demand is good and some of the leading producers are entirely sold out for this month and part of May. The London market is also firmer, and altogether the situation is quite sound. Quotation is unchanged at 6¾ cents.

ANTIMONY.—This metal remains fairly firm in U. S. A. on better reports from China, but the little flurry on account of the proposed duty, has subsided. Locally the price is a little easier at 6½ for Chinese, 7½ for high grade English.

ALUMINUM.—Aluminum is a little firmer in tone, but there is no change in the local price of 24 cents.

Toronto Markets

TORONTO, April 6.—A more extensive number of price revisions appear on the current hardware markets, including reduced list prices on lead pipe and lead waste pipe, while lead traps and bends appear with a similar downward change through revised discounts. Manufacturers of nail and machinists hammers have announced a further decline of 12½ per cent. on these various products, while lower prices are also quoted on carpenters' plain and lipped adzes. Certain makes of glass washboards record easier price levels, and quotations on the Enterprise line of food choppers are again slightly revised. A new list has been issued on double-pointed tacks, with reduced prices, although the discount remain unchanged. Other reductions cover certain brands of welding compound, and hay rakes.

A reported change in wood screw discounts, thus increasing quotations on the American markets, may be shortly reflected on domestic centres, if the revision is generally adopted. Price shading has now practically disappeared from bar iron and steel, with the general improvement in the steel industry being reflected in firmer price levels on both the primary and domestic markets. Recent efforts by southern producers to put increased quotations on sheets into effect is considered in some quarters as a probable turning point in the steel trade.

PRICES ON GEM HOSE NOZZLES AND COUPLINGS

Toronto.

Prices on the Gem line of hose nozzles and couplings are revised. Hose nozzles are quoted at $7.70 per dozen; while hose couplings in sizes ½, ⅝ and ¾ inch, are priced at $1.60 per dozen.

MAY BE TURNING POINT IN SHEET MARKETS

Toronto.

While the recent increased price levels on galvanized sheets, announced by certain independent mills in the south, still remains the principal factor in the sheet industry, this condition is ascribed as the possible turning point for steel producers. It is pointed out in one quarter that such a situation is made possible by the termination of contracts for sheets, and the trend to advanced levels on fresh bookings. Whether this lead will be generally followed by American mills remains to be seen, but it reveals the fact that prices are at least stiffening at the prevailing levels. All the barometers by which the steel industry in general is gauged now reveal a generally improved condition, while the sheet business during the closing days of March, recorded a momentum for the opening of the second quarter to emulate. A more satisfactory tone is evident, as the progress looked for earlier in the year, is now developing. Following are current prices:

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	7 10	6 60
22 gauge	6 65	6 15
18 and 20 gauge	6 50	6 00

	Premier and Keystone	Apollo
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

GLASS WASHBOARDS ON EASIER PRICE LEVEL

Toronto.

A reduction of fifty cents per dozen has been announced in prices on the Diamond King, Canuck and Globe glass washboards. This change brings the quotation on these products to $7.50 per dozen. Price levels on other similar lines remain unchanged.

PRICE SHADING ALMOST GONE FROM BAR STEEL

Toronto

The firmer situation recently noted in bar and steel products generally, has now reached the stage where some price stiffening has developed into higher quotation levels at certain primary quarters. Whether this condition will be reflected in the domestic markets is uncertain, as yet, but one distributor stated to Hardware and Metal that providing these southern quotations became generally adopted by producers, the upward trend may then be noted on the local market in the near future.

Price shading is practically gone from the domestic centres, and every week records a slightly increased demand. This condition is of course, expected at this season, while building and general construction work is on the increase. Prices remain unchanged at the following levels:

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

STEADIER PRICE NOTED ON COTTON WASTES

Toronto

The situation in cotton wastes remains unchanged, with the present demand described as fairly good. Prices are holding fairly steady at the recently revised levels, and while some fluctuations have been apparent in primary cotton circles, yet these movements are stated as not of sufficient extent to reflect in cotton waste prices. The following levels prevail on the local markets:

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

Above lines subject to trade discount for quantity.

PRICES ON ENTERPRISE FOOD CHOPPERS REVISED

Toronto.

A revision in quotations on the Enterprise line of food choppers gives slight reductions on some sizes. The revised quotations are as follows: No. 5 $27.00 per doz.; No. 10 $43.00; No. 12 37.20 per doz.

MORE INQUIRY FOR BRASS AND COPPER PRODUCTS

Toronto

While no further change has been reported in copper and brass products, such as sheets, rods and tubing, yet the easier tone in primary metal markets, has recently been reflected by reductions in these markets. If quotations on ingot copper had continued to sag, some additional changes were looked for in prices on the semi-finished products. It is noticed, however, that these are now substantially lower, and with the copper market again steadier, the duration of future movements is difficult to determine. Manufacturers and distributors recently report a larger volume of inquiry, indicating potential business in the future. Following are therefore the unchanged average local quotations:

BRASS	
Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 23
Rods, base, per lb.	0 19
COPPER	
Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

MANUFACTURERS ANNOUNCE ANOTHER DECLINE IN HAMMER PRICES

Toronto.

Another downward revision in prices on nail hammers and machinists hammers has been announced by the manufacturers of these products. The extent of the decline is 12½ per cent, and the same reduction is noted on other handled hammers, including carpenters', farriers', tinners', rivetters' and blacksmiths' tools. Following are the new quotations on hammers generally:

HAMMERS, NAIL	Doz.
No. 21	10 50
No. 1	13 50
Nos. 1½ and 61½	13 00
HAMMERS, MACHINISTS—	
No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

REVISED LIST ISSUED ON DOUBLE-POINTED TACKS

Toronto.

Another new list covering double-pointed tacks has now been issued, with prices on a slightly lower basis. The discount remains unchanged, but following are the revised list prices on blue or coppered, and tinned tacks:

DOUBLE POINTED TACKS (in dozens).—

(75 tacks to each paper).

Blued or Coppered, No. 3, $1.00; No. 9,$1.00; No. 10, $1.20; No. 11, $1.30; No. 12, $1.40; No. 14, $1.50.

Tinned, No. 3, $1.60, No. 9, $1.60, No. 10, $1.85, No .11, $2.00, No. 12, $2.20, No. 14, $2.40.

Discounts—65-25 per cent.

EASIER PRICE LEVELS APPEAR ON HAY RAKES

Toronto.

Hay rakes now record a reduction in price, the revised level on iron bow bent being $6.30 per dozen, and on wood bow bent, the new price is $6.80 per dozen.

REDUCED PRICES ON LEAD PIPE AND TRAPS

Toronto

A downward revision has been announced in quotations on lead pipe, lead waste pipe and lead traps and bends. The list price on lead pipe is lowered one-half cent per lb., with a similar reduction on waste. The discount on traps and bends is revised to 17½ per cent., where formerly this was quoted at ten per cent. These changes place lead products on a general lower basis in anticipation for an improved demand during the ensuing Spring and Summer months. The price levels on solder and zinc sheets remain at the recent revisions. It is noted, however, that zinc sheets lave been quoted at a slight recession in southern primary marets, but quotations on the domestic centres remain unchanged, and are generally at the following levels:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12
Lead waste pipe, list, per lb.	0 13
Do., over 8 in., list, per lb.	0 14
Lead pipe is subjected to a discount of	10%
Lead traps and bends	0 17½%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.	0 09
Cut sheets 1½ to 3½ lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., commercial, lb.	0 21
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

REPORT REVISION IN WOOD SCREW DISCOUNTS

Toronto.

It is rumored that some of the leading screw manufacturers in the States have recently introduced higher prices on wood screws through revising the discounts 2½ points all through the list. This would mean an advance of approximately 15 per cent. No announcement of a similar change has yet been made on the domestic markets, but should such an increase become general, it is expected that corresponding price revisions will be reflected in the near future.

LOWER QUOTATIONS ON WELDING COMPOUND

Toronto.

Quotations on welding compound have been reduced, these changes affecting certain makes. The new price levels are contained elsewhere in this issue.

GRADUAL IMPROVEMENT IN MOVEMENT OF SOIL PIPE AND FITTINGS

Toronto.

Some gradual improvement during recent weeks is reported by manufacturers and distributors in the current movement of soil pipe and fittings. Conditions generally are beginning to "open up," as one dealer described the situation, but it was further pointed out that there remains lots of room for betterment in this direction. There has been no change in quotations, the variation between the local market levels and certain eastern discounts still being evident. This is, however, a smaller margin than was at first recorded, and with the improvement developing in the near future, a more uniform domestic basis is anticipated. Following are prevailing discounts on these products:

SOIL PIPE—	
2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	50 and 5%
8 inch fittings	net

SCRAP MATERIALS ARE STILL REPORTED QUIET

Toronto

The demand for scrap materials is still described as poor, with cast iron grades being purchased in minor amounts. The scrap rubber business is extremely quiet, and prices have sagged still lower. It is noticed however, that foundries are now more active, and with the expectations that steel mills will shortly increase operations improvement in the near future is looked for. In respect to red and yellow metals, the declines recently apparent in virgin copper have affected the purchasing in this division of the market. While dealers are reported to be carrying fairly heavy stocks, quotations remain unchanged. Following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	14 50	15 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Solid tires	0 75	0 60
Auto tires	0 50	0 60

CHANGE PRICES ON CARPENTERS' ADZES

Toronto.

Carpenters' adzes are now quoted on easier price levels, the No. 1 being $21.00 per dozen, while lipped carpenters' adzes are priced $30.00 per dozen.

REVISED PRICE LIST ON HARNESS SUPPLIES

Toronto.

A revised price list covering harness and harness parts has been issued by the Hugh Carson Co., of Ottawa. A number of reductions are included in the list, in line with the raw material and production markets. Stocks of these products are generally described as low, and a resumption of activity at the new levels is generally looked for in the near future by both manufacturers and distributors.

COPPER AGAIN WEAKENS ON PRODUCTION NOTICE

Toronto

The weakening of copper is the feature of the current ingot markets, this situation having developed upon the announcement of certain producers to resume operations. The current demand for metals in general continues quiet, and the present situation shows little variation. Some metals, such as antimony and lead, are slightly firmer, the improvement, however slight, being a welcome spot in a sea of general depression.

COPPER.—Another recession has occurred in the primary copper markets both as regards interest and prices. This condition has been accentuated by the announcement of copper producers deciding to resume operations, this having an unsettling effect. The demand continues light, and recent offerings are freer, with dullness and weakness the principal noticeable factors on both the primary and domestic markets. Local quotations remain at 16½ cents.

TIN.—Confidence in this market has not increased to any appreciable extent, but prices on the primary centres are described as steady. Stocks are still ample however, and increasing supplies have tended to keep business quiet. The price of 34 cents continues to be the average local quotation.

LEAD.—The situation in lead is described as firmer, and the general position of this metal is stated to be stronger. The current demand has been slightly above the ratio of stocks, and producers are therefore in an improved position. The domestic quotations remain at $6.50.

SPELTER.—The demand for spelter has been without snap, and prices on the primary centres now described as slightly easier. Purchasers are still taking their requirements in hand-to-mouth lots. Local prices at the $6.50 level.

ANTIMONY.—This market has strengthened slightly, with an upward trend being noted in some quarters. The domestic demand has shown little variation, however, quotations remaining at 6 and 7 cents.

ALUMINUM.—This metal is moving forward very gradually to increased activity in certain directions, but whether this improvement will expand and become general is hard to indicate. Local prices are unchanged at 27 cents.

London Markets

LONDON, April 6.—Price revisions on the current hardware markets are mainly confined to reductions on such products as glass washboards, post hole augers, and clinch or bifurcated, and tubular rivets. Other primary markets remain fairly steady, with collections now described as good.

General hardware business in this district continues fair, with seasonable improvement looked for with the advent of better weather. The past unsettlement has restricted to some extent the movement of Spring lines, but many merchants are making special efforts in displaying and introducing seasonal goods, and betterment is anticipated during the ensuing weeks.

LOWER QUOTATIONS ON GLASS WASHBOARDS

London, Ont.

Glass washboards have been reduced in price this week, the extent of the decline being 50 cents per dozen. This change brings the average prices down to $7.50 per dozen. Dealers report a fairly brisk sale for these products, and are grouping them among seasonable lines.

POST HOLE AUGERS HAVE EASIER PRICES

London, Ont.

Post hole augers are now lower in price this season. The revised quotations on these seasonal products being as follows:

POST HOLE AUGERS—

Sizes, 8" $25.20 doz.; 9" $26.80 doz.; 10" $31.20 doz.

LOWER PRICES ON CLINCH AND TUBULAR RIVETS

London, Ont.

Easier price levels are now quoted on both clinch, or bifurcated, and tubular rivets. The new quotations on these products are as follows:

RIVETS—

Clinch No. 6 $2.75 per carton. Clinch No. 9B $1.35 per carton. Tubular, No. 600 $1.30 per carton.

MINOR FLUCTUATIONS NOTED ON TURPENTINE

London, Ont.

Some minor fluctuations continue to be evident in the primary turpentine markets, but these changes have not resulted in any reflection on local quotations. The current domestic levels remain at the revision noted in last week's report, with no additional changes having been announced.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 25
2 to 4 bbl. lots	1 24
5 gal. lots	1 40

VARIATION NOTED IN LINSEED OIL PRICES

London, Ont.

Following the weakness in the flax seed markets, some slight recessions have been recorded in certain quarters in linseed oil prices. Current quotations on the domestic markets, however, remain unchanged at the following levels with a fairly good sale being recorded:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 10	1 18
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add 15 cents gal.

DEMAND FOR NETTING NOW WELL UNDER WAY

London, Ont.

The demand for poultry netting is now well under way, and many merchants are featuring this product in their spring displays. Quotations remain at the recently revised level for this season, with the 1 and 2 inch mesh being quoted at list less 12½ per cent.

STORM CAUSES BIG DEMAND FOR PRUNERS

London, Ont.

Recent storms in this district have resulted in a big demand for tree pruners. These are usually needed at this season, but distributors state that this year the sale is unusually brisk. Quotations follow:

TREE PRUNERS—

Waters, 6 ft., $13.75 doz.; 8 ft., $15.60 doz.; 10 ft., $16.60 doz.; 12 ft., $17.55 doz.
Rochdale, No. 35, $19.55 doz.
Rochdale ,No. 38, $25.20 doz.

FENCE WIRE SHOWING BETTER ACTIVITY

London, Ont.

Fence wire is now described as moving well, with the recent downward price revisions assisting towards this end. Quotations on these products are as follows:

FENCE WIRE—

No. 9, galvanized, $4.10 per 100 lbs.; No. 12, $4.25 per 100 lbs.; No. 9, coil spring, $4.15 per 100 lbs.; Barb catch weights, $4.50 per 100 lbs.; Barb, 80 Rod Spools—2 point x 5"—$3.65 per spool; 4 point x 6"—$3.90; 4 point x 4"—$4.25.

SPECIAL DEMAND FOR FLASHLIGHT GOODS

London, Ont.

There has been an exceptionally large sale throughout this district during the past few days for flashlight and batteries. This demand was accentuated through some interruption in the light service, and the recent storms. Quotations on the Eveready Daylo line remain at list less 33-1/3 per cent.

IMPROVED MOVEMENT IN FENCE STAPLES

London, Ont.

Since the recent price reductions, distributors state that fence staples are selling well. The revised quotations are as follows:

FENCE STAPLES—

Bright, kegs—$4.15 per 100 lbs.; Boxes, $5.15 per 100 lbs. Galvanized Kegs, $5.15 per 100 lbs.; Boxes, $6.15 per 100 lbs.

SUDDEN CALL FOR OIL LAMPS AND LANTERNS

London, Ont.

There has recently been a remarkably good sale for gasoline lamps, and oil lanterns of all kinds. This is ascribed to the inclement weather, combined with some interruptions in the lighting service. Following are average prices on the Coleman line:

Lanterns, $7.50 each; lamps, with white shades, $8.75 each.; lamps, with tinted shades, $9.75 each.

Winnipeg Markets

WINNIPEG, April 6.—Hardware commodities are still on the decline, several lines which show easier levels this week being recorded below: nail hammers, machinists', masons', striking hammers and blacksmith sledges are lower in price. Also lawn mowers, clothes line pulleys, fry pans, general purpose wrenches, wrought iron nipples and Canada plate show similar changes. Business is improving slowly with an optimistic feeling regarding the Spring trade.

REVISED DISCOUNTS ON WROUGHT NIPPLES

Winnipeg.

Through a change in discounts, prices are made lower on wrought iron nipples. Following are the revised discounts:

NIPPLES—

Close and short up to 4 in., 50 and 10 per cent. 4½ to larger, 40 and 10 per cent.
Long, 4" and smaller, 55 and 10 per cent. 4½ in. and larger, 45 and 10 per cent.

PRICES ON CANADA PLATES ALSO REDUCED

Winnipeg

Easier prices have been recorded this week on Canada plates. Following are the revisions on these products:

CANADA PLATES—

Blued—18 x 21, $6.75; 18 x 24—$6.75; 20 x 28—$6.75.

DECLINE ON GENERAL PURPOSE WRENCHES

Winnipeg.

Lower prices are quoted on general purpose wrenches. Following are the new prices:

WRENCHES—(General Purpose).

No. 75—$1.85. per doz.; No. 76—$2.35, No. 77, $2.97, No. 78, $3.90, No. 79, $5.10.

FRY PANS APPEAR ON LOWER PRICE BASIS

Winnipeg.

Among the current market developments are reductions in prices on fry pans. The new quotations on these products follow:

No. 8 polished is now priced at 90 cents each, and No. 9 at 95 cents each.

LOWER QUOTATIONS ON CLOTHES-LINE PULLEYS

Winnipeg.

Lower prices are quoted this week on clothes line pulleys. Following are the revised prices:

CLOTHES LINE PULLEYS—

No. 58 Jap'd., 5 in. wheel $3.85 per doz.; No. 158 Galv., 5 in. wheel, $4.10.

REDUCTIONS APPEAR ON SOME LAWN MOWERS

Winnipeg.

Prices have been reduced on three lines of lawn mowers. Following are the new lower quotations:

LAWN MOWERS—

	12 in.	14 in.	16 in.
Whippet, 3 blade.....	6 95	7 50	8 25
Red Wing .....4 blade	9 25	9 85	10 50
B. Bearing 4 blade.....	11 50	12 00	12 75
			each.

HAMMER QUOTATIONS ON EASIER LEVEL

Winnipeg.

Hammers of various kinds are now placed on a lower price level. Following are the revised quotations on these products:

HAMMERS—

Machinists—

Up to and including 1 lb. $10.20
Up to and including 1½ lb. 11.70
Up to and including 2 lb. 13.50
Up to and including 2½ lb..... 15.15

Mason's hammers No. 43, 5 lb. and over, $18.70. Striking Hammers, No. 38, 5 lb. and over, $13.00 Blacksmiths Sledges, No. 37 C.P., 5 lb. and over, $13.00.

ADZE EYE, (Plain).—

No. 0—1½ $17.00 per doz. No. 1—1¼, $16.00 per doz. No. 1½—1, $15.75 per doz. No. 2—13 oz. $15.60 per doz. No. 22—1¼-lb., $13.25 per doz. No. 21—1, $12.70 per doz.

Bell Face—No. 6—1¼ lb., $16.00. No. 61½, 1 lb., $15.75.; No. 62, 13 oz., $15.60.; No. 65, 1¼ lb., $13.25 per doz., No. 64—1 lb., $12.70 per lb.

LOWER PRICE NOTED ON MACHINE OIL

Winnipeg.

A decline of six cents per gallon is recorded this week on Century Castor machine oil, making the Winnipeg price 46 cents per gallon.

Hamilton Markets

HAMILTON, April 6.—Firmness and activity are now evident in nearly all lines of seasonal hardware, and there has developed a steadier undertone to the markets generally, which is accepted as indication that the trade has settled down to a normal stride. The resumption of improved business at prevailing levels, has increased the confidence of both merchants and wholesalers in the outlook not only for spring, but throughout the summer months.

Another encouraging sign of better business in prospect, recently pointed out to Hardware and Metal, is the fact that the proportion of factory operations is picking up very well. It is stated that the prospects for the future in this direction are certainly more encouraging, and during the last month, orders are described as the best noticed for a similar period in over a year. The retail business also seems to be sensitive to the warmer weather, and the movement of spring goods has shown quite a little activity during the past few days. Many of the merchants in this section are preparing for a brisk season in baseball requisites, builders' hardware, sporting supplies generally, and numerous household lines.

Stiffening in Steel Prices

The periodical spells of chilly weather have handicapped contractors, farmers and private gardeners in their usual digging operations at this time of the year. These conditions have been reflected in the local hardware market by slightly retarding the movement of garden tools and similar products. This condition however, is looked upon as temporary, and with the advent of seasonal weather, a quick return to briskness in this line is generally anticipated.

Increased activity and improved outlook in the steel industry, which have been noted in recent market reports, have resulted in some price advances being announced in primary mill centres on various steel products. The chief of these revisions is galvanized sheets, the amount being $3.00 per ton, with a similar increase on black sheets. Other steel prices record considerable stiffening, and shading is now practically eliminated.

It is stated in domestic quarters that the upward tendency will probably be reflected in the near future, if the new higher levels become generally adopted. One sheet producer remarked that mills have been delivering under old contracts and at the expiration of same efforts to establish the increased prices are evident.

The collection situation is described as fairly satisfactory. Local retailers report a fairly brisk trade, although the month of March experienced a little slowness in certain lines due to the adverse weather. With improvement manifest in these conditions, an active season is generally anticipated.

Builders Hardware in Demand

Merchant customers of the wholesale hardware houses have not been in the markets in large quantities, but they are, however, constantly buying. There has been a fair improvement reported in the current demand for builders hardware. Present indications in the building industry point towards very brisk activity throughout the next few months, and with an extensive construction program under way, manufacturers and distributors of builders hardware are anticipating better trade in this direction. Many local merchants report very good business for this time of the year, and retailers are practically unanimous in expressing the opinion that much suburban building would be commenced just as soon as buyers become convinced that prices are steady. Some merchants feel that certain people have not yet built on account of the impression that high prices still prevail, and such prospects are waiting for them to come down.

Merchants, in general, however, are making firm efforts to eradicate these false impressions, and it is generally believed that just as soon as the average "man on the street" realizes that present price leve's represent fair replacement values, activity will become pronounced in building circles.

Pittsburg Markets

PITTSBURG, April 6.—Production of steel has undergone a noticeable increase in the past week or two, after having been practically stationary for two or three weeks. The rate of steel ingot production at present may be estimated at 31,000,000 to 32,000,000 tons a year, against 29,000,000 tons at the end of February, say 17,000,000 tons at the end of December, and 23,000,000 tons in October and November

Except for the inconsequential exception that a few pipe mills are stocking pipe to a limited extent, all the production of steel is based on actual shipping orders, so that production is a correct and prompt reflection of the orders received by mills. The only question as to the entire soundness of the steel situation is in connection with the possibility that buyers have lately been stocking to such an extent that in future they will not require as heavy shipments as they are receiving at the present time.

Iron and Steel Production. — That there has been some stocking is beyond doubt. Many of the orders have shown that buyers were rounding out stocks, while there is independent confirmation of the point in that anyone can observe that steel is not being actually consumed at the rate at which it is being produced and shipped. The present rate of production is in excess of the average rate in 1912 and 1913, the two best tonnage years before the war, with about 30,000,000 tons of ingots made in each year, yet it is plain that there is not the same degree of general industrial activity now as in those years. There is more dwelling house construction and more production of automobiles, but there is not nearly as much production of factories, bridges and skyscrapers, and not nearly as much railroad steel is being taken.

The stocking of buyers would be attributed to their having allowed stocks to go down to an unreasonably low level in view of increased Spring activity.

Gets Painters Help to Develop Prospects

Women Buying Increasing Amount of Paint—Hardware Merchant Doubles Orders for Paint and Varnish This Spring—Many Properties Yet Unprotected—Developing Spring Trade in Insecticides

BASING a buying policy on a careful survey of the outlook for building in the district, Purdom Hardware Company, London, Ont., is placing the largest orders for paints and varnishes this season that has ever been given. The firm has been one of the leading paint distributors of the city for many years and goes after business aggressively and consistently by attractive store and window displays and by effective advertising and its decision is therefore interesting.

"I am safe in saying that our orders for paints and varnish this spring will be twice as large as they ever were," said Mr. Purdom to Hardware and Metal. "Our paint business has been growing steadily for many years and it is now an all year round trade with us. The business right through the winter has been perhaps the best we have ever had and I am looking for a record spring and summer trade. I am backing my judgment by placing the largest orders we have ever placed and I have already added twice to those orders, increasing them substantially. To my mind there is absolutely no question about it, 1922 will be the greatest paint and varnish year we have ever had, and I believe the same thing will hold true in practically every part of the Dominion. The Save the Surface Committee has gone after the matter aggressively. They have expended large sums in national advertising and in helping educate the public and there is no question about the results. We have had no let-up in our paint business for many months. Women are bigger buyers than ever before. We have sold record quantities of paints for inside work and for renovating furniture. Property owners are realizing the value of paint as never before and both city men and farmers are protecting buildings, implements and other property.

"In spite of all that has been done there is a large field yet. It is really amazing the number of houses, stores and other buildings that are to be found needing paint protection. We frequently get good business by sending a painter to some property owner and pointing out to him the real need of painting his home or other buildings. Very often it is a case of pure neglect, the man being busy or putting the work off. At other times it is a question of not realizing the protective value of paint. We depend mainly for results however on our store and window displays backed by attractive advertising and also on the service we can give in our paint department. People appreciate this. Very few of them really know the differences in paints, or the best ways of preparing the job or the proper methods of applying the paints and varnishes, or even the best brushes to use to get the best results. This is an important matter. It means either a satisfied or a dissatisfied customer. It usually means also the loss of a customer or the holding not only of his or her good will and future business but of a number of their friends who they will send to the store if satisfied. Service always pays and pays well. People appreciate thoroughly being told about the best ways of painting and varnishing and there is no better advertisement than a satisfied customer. It is easy to keep them satisfied and coming back for more by always considering their interests and telling them just what you would do if the work to be done were your own."

Increasing Sale of Insecticides.

From a recent survey of conditions in various parts of Canada it is evident that from year to year the sale of insecticides through the hardware store increases. The small cost of spraying materials, as compared with increased yield and better crops, is realized more and more by the farmer or fruit grower. Manufacturers of these materials state that sales through hardware stores have shown a decided increase in the past few years, which goes to show that the hardware trade has profited by more consumption on the part of producers. The reason for this is undoubtedly because the hardware merchant is in closer touch with farm custom in his community than other branches of the retail trade. The farmer purchases a good part of his general requirements from the hardware store, and in this case spraying machinery and other equipment is distinctly a hardware line.

Individual stores that have gained through the more extensive use of insecticides may be credited themselves to a large extent for this increased business. Farm papers and other periodicals have done much in the way of convincing the grower, as well as other educational propaganda issued by those interested in the promotion of this branch of the farming industry, but the average hardware store has not been remiss in its duties of supplying needs. It has done its share in the promotion work and has gained by so doing. Featuring insecticides when the season approaches through window and store displays, distributing literature, supplied by manufacturers, to rural customers, and a general campaign to further sales, have brought results.

Paris Green.

It is only in recent years that insecticides, other than Paris green, have been sold in any quantity in Canada. Not that dry arsenate of lead, dry arsenate of lime and other combination sprays have supplanted the old reliable destroyer, because Paris green is still in general and increasing use. Its use on potato and other plants is still extensive, and its sale is also to the town

Continued on page 54

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered

Floglaze

"The Finish that Endures"

Home and Farm

(The Can With the Yellow and Blue Label)

More than ever before the year 1922 will find you looking for such lines as will net you the biggest, profit, and quickest turnover, on the least investment of capital.

FLOGLAZE HOME AND FARM shades give you a decided advantage over the possibilities of an ordinary paint, owing to its many uses and concentrated number of lines. Can be used on practically everything about the home and farm for finishing and refinishing indoors and out-of-doors.

FLOGLAZE HOME AND FARM shades wear equally well on wood or metal surfaces.

Let us prove to you by actual demonstration, why you should have this line.

Floglaze
M L
FINISHES THAT ENDURE
QUALITY

Our Dealers' booklet, "A Guide to Larger Profits," fully describes our Floglaze proposition. Write us for a copy.

"Make 1922 Your Greatest Paint and Varnish Year"

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Warning Concerning Paint and Oil Measures

Chief Inspector of W. & M. Warns Hardware and Metal Readers Against Danger of Confusing Canadian and U. S. Measures

WITH the active season for the sale of paint, oil, varnish, etc., at hand care must be taken by merchants to guard against the danger of making purchases on the basis of the United States wine gallon and thinking that they are buying on the basis of the Imperial gallon. Some interesting details in this connection have been secured by Hardware and Metal from E. O. Way, Director of Weights and Measures, Ottawa, as follows:—

"The standard measures of Canada are the Imperial gallon of 277,274 cub. ins., quarts and pints, corresponding.

"The American standard measure is the old winchester or wine gallon of 231 cub. ins. and therefore practically 20 per cent. smaller.

"The exact relation is:

$$\frac{231}{277} = \frac{46 \times 5}{40 \times 6} = 5 : 6.$$

"Paint and cognate products are put up in pints and quarts and also in pound tins, I believe. In examining price lists, merchants are likely to 'fall' for the cheaper American quotations, forgetting that the quantities offered are less than the Imperial quotations of Canadian houses.

"Merchants should also know that they cannot sell such products if marked 'U. S. Standard Pint' etc.—because this constitutes sales by an illegal denomination. Such markings must be obliterated from the tin and the article sold as a 'tin,' or if reference to measure is made, it must be quoted at 5-6 pint, quart or gallon as the case may be.

"Wholesalers and merchants therefore should procure supplies from Canadian houses or call for Imperial measure if contracting with an American house."

Paint Trade Notes

Pratt & Lambert, Inc., varnish makers, are to be represented in Spain, Holland, Denmark, Sweden, Norway and Finland by Mr. Kurt Munzinger who sailed April 1 on S. S. La Lorraine for Havre, France, en route to Barcelona, Spain. In addition to having represented various houses in the above countries, Mr. Munzinger has travelled on business through European Russia as well as in Belgium, Italy, Switzerland, Germany, Austria and France.

The Hamilton plant of the Canadian Libby-Owen Sheet Glass Co., commenced operations early this year. It is now reported to be producing at full capacity, and orders on hand warrant such operations being maintained for some considable time.

GET PAINTERS' HELP TO DEVELOP PROSPECT

Continued from page 52

and city gardens, both large and small. Apart from this it has been found very effective against the grasshopper plague in the Western provinces.

A window trim is recalled that brought very favourable results in the sale of Paris Green. The merchant used a cardboard pyramid in the centre of his window, and sprinkled the poison lightly over this to give the appearance of solid Paris green. Just above this was hung a large poster with a potato bug drawn on it. At the corner of the sign a patch of green paint showed what the bug was after. Sprinkling cans only, furnished the rest of the display. It was a very simple window trim, but brought the desired results.

Other Insecticides.

As stated above, the past few years have brought the more extensive use of arsenate of lead and arsenate of lime. The former is perhaps the next best seller to Paris green in the hardware store, used both mixed with water, and dry, it is also effective on garden plants. Arsenate of lime, or dry lime sulphur is more extensively used for tree spraying, and this with other combination sprays has found a more ready sale because of the increased spraying in all sections.

OIL AND GASOLINE LAMPS ARE POPULAR

London, Ont.—The recent storms experienced throughout this district, combined with some interruptions in the electric lighting services, resulted in an extremely brisk demand for oil and gasoline lighting appliances. Supplies of these products have now been practically exhausted, and many merchants report that they would have been able to dispose of much larger quantities.

ONTARIO ASSESSMENT ACT AMENDMENT, 1922

In the 1920 session of the Ontario Legislature, an amendment of the Ontario Assessment Act was passed having the effect of taxing dividends derived from shares in the stock of corporations carrying on a mercantile or manufacturing business, which corporations were already assessed under the "Business Tax." The intention when the Business Tax was introduced in 1904, undoubtedly, was that it should cover everything and a specific exemption was continued until 1920. The amendment striking out the exemption was strenuously but unsuccessfully opposed by the Legal Department of the C. M. A.

An amending Bill striking out the 1920 amendment and restoring what was undoubtedly the original intention, has now been prepared by the C. M. A., and has been introduced in the Provincial Legislature. The Bill also contains four other amendments which are strongly advocated by the Legislation Committee, viz.:

1. Restoring the provision in the Assessment Act that dividends derived from shares in the stock of mercantile or manufacturing corporations shall be exempt from municipal assessment.

2. Defining "Retail" for the purposes of "Business Assessment."

3. Providing:—

(a) That Carrying charges incurred by shareholders to the extent of interest paid on borrowed money on the stock or shares, which provided the dividends shall be allowed as a deduction from the amount of the dividends received.

(b) That subscriptions to charitable and educational objects shall be allowed as deductions from income to the extent of 15% of such income per annum.

4. Providing that annual returns by Companies may be made to the various municipalities in Ontario at one date.

H. P. Hill, K. C., M. P. P. for Ottawa, has agreed to sponsor the amending Bill.

HAMILTON FIRMS REPORT INCREASED BUSINESS

The Dominion Sheet Metal Corporation, Ltd., Hamilton, resumed full operation Monday, turning out seventy-five tons of galvanized steel sheets per day. For the past eight weeks the plant has only been operating from fifty to sixty per cent. of capacity.

Increased business from the principal Canadian points is said to warrant increased production. An encouraging feature is the amount of export business that is being handled, this coming from European countries as well as from Great Britain.

The Collins Never-Fail Products, Ltd., Hamilton, also reports active business in poultry and spraying supplies, the new plant now working six full days a week.

INCORPORATION

Coughlins, Ltd., head office Toronto, capital $40,000, to manufacture and deal in polishes, wax, cleaning preparations, shellac, varnish, oils, etc.

Here's An Opportunity For Good Spring Business

Nowadays nearly every farmer and fruit grower is fully alive to the importance of timely and efficient spring spraying. With full crops of prime quality as their objective, they recognize the insect pest as the one great menace to success and effective spraying as the only certain means of combatting that menace.

Right here is your opportunity to secure very remunerative spring business. A good stock of

C. P. INSECTICIDES

will be just the thing to swing the local demand your way and to increase your trade and your prestige among the farming and fruit growing community.

As the quality of the spray is highly important, it behooves the dealer to stock and recommend Canada Paint Insecticides, which are easy to apply and control the insect pest effectively without injury to foliage or fruit.

Every C.P. Insecticide dealer will find his selling efforts strengthened by a convincing consumer advertising campaign. Full particulars and prices will be mailed on request.

Write our Montreal Office

THE CANADA PAINT CO.
LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, April 6.—A further drop of two cents per gallon on linseed oil furnishes the price development of the paint markets this week. Contrary to expectations of some well informed, the flax market continues of a slightly easier tone, not withstanding the fact that reports still indicate a shortage of seed is not unlikely. Local oil demands continue to improve, although on outside markets the demand is described as decidedly "off" during the past week or so. This condition, coupled with the fact that large supplies of European oil are now entering the American market, is said to be the cause of the present movement, the undertone of the market being fundamentally strong. Turpentine prices are unchanged this week and the tone of the market is slightly improved. With consuming demand now practically at hand, stocks, both locally, and in Southern circles, are none too heavy. Fresh receipts continue of a light nature, and for this reason a fairly steady situation is looked for until the new crop at least. This, it is stated, will in all probability make its appearance towards the latter end of the month.

Quotations in general on shellac are unchanged, although a few firms, who were quoting somewhat lower than others, have revised their prices upwards, so that there is not the wide range in prices on the local market. The undertone of this market is still very strong, and importers view the situation, insofar as further supplies of gum shellac are concerned, with no little concern. Unless early relief can be found for the situation in India, a shortage of this product may develop when the demand becomes most active.

Paint and varnish manufacturers now ascribe the movement of their products as very active, and quite satisfactory for the present season. Earlier indications point to a good painting season, and already in many sections much of this is now commenced. With dealers' stocks comparatively light, it is felt that repeat orders will be necessary before the season advances very far, which will mean an active season for paint manufacturers throughout.

FURTHER DROP IN LINSEED OIL QUOTATIONS

Montreal

With a further recession in flax seed prices, quotations on linseed oil record another drop of two cents per gallon. This price decline brings raw oil to the even dollar mark in one barrel lots. The recent easier trend in this product comes as more or less of a surprise to some well informed, who predicted a few weeks ago that linseed oil would experience a steady to firm market throughout the coming season. Opinions were based at time on the recognized shortage of flax seed, the Argentine crop failing to produce requirements sufficient for the gradual increasing demand. In spite of this however, the market has failed to maintain a firm position, and in the past three weeks an easier tendency has crept in.

While demand is reported as steadily improving, this is given as one of the causes of the present movement. Buyers are still very conservative in their purchases, maintaining the hand-to-mouth method, and although the busy season is practically at hand, there is a lack of interest for future supplies.

On the American markets demand for both seed and oil is described as "off" during the past week, in spite of a fundamentally strong situation. Crushers are showing an utter lack of interest notwithstanding constant reports of a shortage, being forced into this attitude through buyers now showing an interest in the importation of foreign oil. Therefore, while there is every cause for a firm tone in the market, European competition is now playing no small part in the situation.

Locally, crushers are apparently little concerned over the possible appearance of European oil on the market, and claim that this competition can be met from the present standing of the flax market. Revised quotations are the following:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal ...	1 00	1 02
3 to 5 barrel lots, per gal....	1 98	1 00

Less barrels, add 10 cents per gallon.

TURPENTINE MARKET IS SOMEWHAT STEADIER

Montreal.

Current quotations on turpentine remain unchanged for the week, with the undertone of the market said to be on a steadier basis than in the few weeks previous. The recent easier tone seems to be well over for the present at least, and with increased demand in the following weeks the market should continue in a steady state. Receipts in Southern markets are still light with stocks at a very low ebb for this season of the year, and this factor also will undoubtedly tend to steady the market from now until the new crop. Some speculation now exists as to the time of the appearance of the new crop, but with weather conditions favorable it is expected toward the latter end of the month. This usually has an unsettling effect on the market, and an easier trend following would not be surprising for a time, but owing to an expected active season, local importers are of the opinion that demand will counteract any tendency caused by crop conditions. Locally, demand is steadily increasing, and importers are finding a ready sale for all available shipments. With the active painting season now in sight, consumption of this product should require a steady movement throughout the ensuing weeks. Following are unchanged local quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 21
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 31

PAINT AND VARNISH SHOW FAVORABLE PROGRESS

Montreal.

"We are very busy;"—"paint and varnishes are very active;"—"sales are attaining a favorable record;"—are the expressions of paint and varnish manufacturers in describing the present trade. The movement of these products has been well maintained since the opening of the year, with increased activity noted in the past few weeks. March closed with sales records comparing favorably with last season, and it is felt that the present month, and those immediately following will bring forth a record season. As soon as the weather permits outside painting, a series of repeat orders is expected as dealer stocks are by no means heavy, and this condition was experienced last year. Undoubtedly there will be a larger amount of painting this year, and dealers will find in the majority of cases that bookings are not ample to carry them throughout the spring period. The market in general is steady, with little signs of a revision until after the active season at least.

The same condition exists on white lead in oil, current business showing a steady increase with quotations steady to firm.

Continued on page 58

Barrett Roofings, Cements Industrial Paints etc.

It Always Pays to Keep in Stock These Popular Barrett Products

WISE dealers and their customers all over the Dominion have learned that the name "Barrett" signifies quality,—that Barrett products are backed by long years of manufacturing experience, and that each of them is the best on the market for its particular use. Here are two of these famous products which are fast sellers everywhere. It will pay you to keep them always in stock.

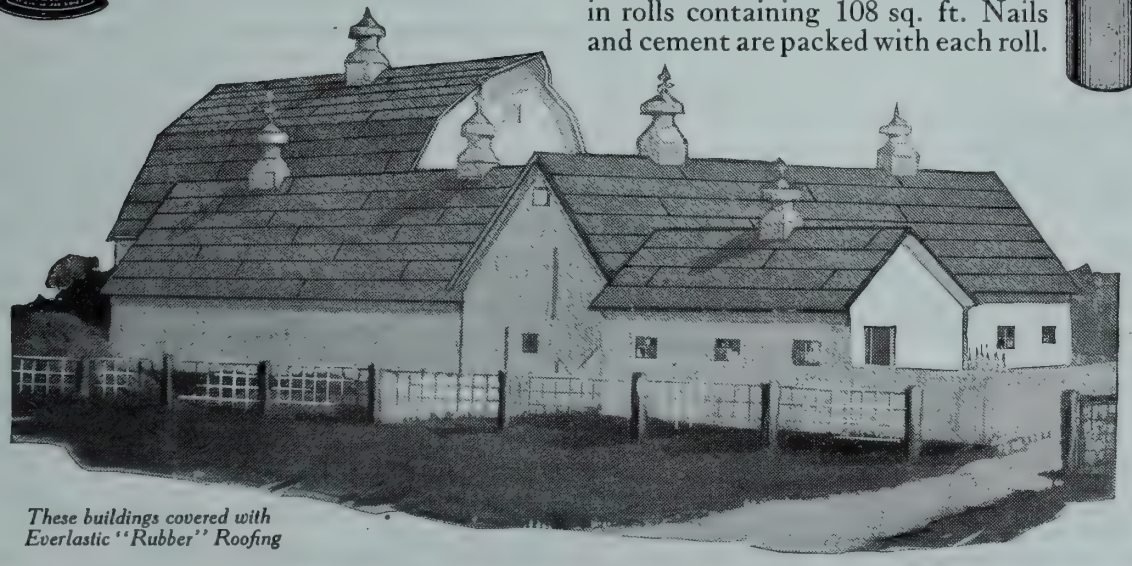
Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofing. Easily applied, and dries quickly into a tough, durable coating. Proof against weather, water, acids, alkalies, and fumes. Comes ready for use in containers ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons. Our consumer advertising has created a big demand for this product. It's a fast seller and a big profit maker.

Everlastic "Rubber" Roofing

This is a popular-priced roofing of unusually high quality. It is made of high grade waterproofing materials, and will give your customers sure satisfaction.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously. Everlastic "Rubber" Roofing comes in 1-ply (light weight), 2-ply (medium weight), and 3-ply (heavy weight), in rolls containing 108 sq. ft. Nails and cement are packed with each roll.



These buildings covered with Everlastic "Rubber" Roofing

WINNIPEG VANCOUVER HALIFAX, N. S. The Barrett Company LIMITED MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

MONTREAL PAINT MARKETS

Continued from page 56

SHELLAC PRICES INCREASED IN SOME QUARTERS

Montreal

The continued firmness at primary centres in the shellac market has resulted in some firms increasing their quotations, while others maintain former levels. For some time past there has been a wide range in local prices, some firms quoting as much as 50 cents lower than others. This condition is now considerably improved, although some variation still exists. The situation in primary circles shows little, if any, improvement, and only limited supplies of gum shellac are available. Importers still claim that a shortage in the following weeks is not unlikely, as demand improves from week to week, and no signs of relief. Quotations on outside markets register an advance, with chances of further strength altogether probable. Following are quotations most general on the local market:

SHELLAC—

Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

Toronto

TORONTO, April 6.—The reduction of two cents per gallon in linseed oil quotations provides the premier change in the current paint markets, but the turpentine situation also attracts attention. The latter product now has developed a firmer undertone which is undoubtedly due to the shortage of ready supplies. Local stocks are reported to be nearly depleted, pending the arrival of new shipments from the south, while the primary distributing centres record the fact that stocks are in a lower condition than has been evident for some considerable time. This scarcity of turpentine is expected to remain for a week or two until the arrival of the new crop towards the latter portion of the current month relieves the situation.

Linseed oil reflects the trend of the flax markets, while at the same time indicating the moderate call for supplies being experienced. While a fair amount of domestic oil is being purchased, it is stated that large consumers are cautious in their attitude regarding new orders. Easier prices have developed on both eastern and local markets, while a quotation several cents below the average level has also been recorded here.

The movement of paint and the allied products is described as brisk, and both manufacturers and distributors of paint products are showing increased activity week by week. Dealer stocks throughout the country are considered low, and while preliminary orders have placed Spring stocks in fair shape, the consumer demand is expected to bring forth numerous repeat orders extending throughout the current season.

LINSEED OIL PRICES RECEDE TWO CENTS

Toronto

Another recession to the extent of two cents per gallon has been recorded in linseed oil quotations, this change bringing the nominal price level to $1.05 for raw and $1.08 for boiled in one and two barrel lots. It is noted, however, that some prices considerably lower than these are evident locally, a price of $1.01 being recorded. The general oil situation, however, reflects the trend in flax seed, recent reports on seed while showing a slightly easier tone, also still indicate some possibilities of lacking a ready supply when increased demand becomes evident in the near future. Other market centres report the current demand for oil to be just moderate, and this condition, coupled with the arrival of larger supplies of European oil, is stated as contributing towards the present situation. The linseed market has been featured by the light consuming inquiry, while competition is described as keen. In view of the prevailing prices for seed there is stated to be little inducement to make further price concessions on oil. The general undertone is described as barely steady. Following are the revised quotations:

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 05	1 08
3 to 4 barrel lots	1 04	1 07
6 to 9 barrel lots	1 02	1 05

Less barrels, add 15 cents per gallon.

PAINT BUSINESS ON SOLID FOUNDATION

Toronto.

Business in the paint industry in general appears to be on a sound foundation for future expansion. Recent improvement in the volume of current trade, especially in paints, varnishes, and similar products, has led manufacturers and distributors to anticipate a good season. In some cases, the market is described as spotty, but on the other hand some large dealers report that they are enjoying a good business, not only from old customers, but also through new channels. There is a sufficient element of competition to stimulate selling organizations into general activity. Contrasted with quotations in effect last Spring, the prevailing prices represent a considerable decline, and many merchants are basing their appeal to consumers on this reduction. For the present, prices are steady and unchanged levels prevail on paint products generally.

FIRMER TONE NOTED ON TURPENTINE MARKETS

Toronto.

The tone of the turpentine market has improved somewhat during the past few days, and fresh receipts are of a very light nature. This situation, combined with a temporary shortage of current supplies, both on the domestic and primary centres, has caused the firmer attitude noted in this product. Such a condition, however, will evidently be relieved with the arrival of the new crop during the latter portion of the current month. In the meantime, a number of local distributors of turpentine have advanced prices five cents per gallon, which brings the quotation in one barrel lots up to $1.30 per gallon. However, other sources of supply are still maintaining the previous levels, which are quoted below.

Stocks of turpentine on hand at Savannah and other southern points are described as exceptionally low, the receipts during the previous three months of the calendar year being smaller than during the same period for the last eight seasons. This condition is reflected on the local market, one distributor stating that stocks were practically exhausted and a scarcity was expected to be evident for a week or two. New shipments are expected to arrive almost daily, and while other dealers report some stocks available, these are admittedly also in a low state.

TURPENTINE— Imp. gal.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

1 barrel lots	1 25
5 gallon lots	1 40
2 to 4 barrel lots	1 24

Less than 1 barrel lots—15 cents per gallon extra

MAY BE TURNING POINT IN STEEL

(Continued from page 35)

than since the early months of 1916. It is noted that on January 1, 1914, bar steel prices on the domestic market were $2.25. The existing level of $2.75 base, compares exceptionally well with pre-war quotations, and a similar condition on other steel products. While little variation has been noted from week to week since the commencement of the present year, yet prices have been steadily on the downward grade. This applies to black and galvanized sheets, corrugated iron and other products. Speculation in steel centres, therefore, is centered around the problem as to whether the existing tendency will be merely confined to a "marking time" in the process of reduction, or may develop until constituting a "halt," however temporary, to easier price levels on basic materials of this nature. The lack of ready relief from high transportation rates, labor charges and general production costs, has undoubtedly retarded the easy liquidation in finished steel products, while at the same time acting as a barrier to periodical recessions in mill prices.

Hubert R. Johnston, recently associated with Butterfield and Co., Rock Island, Quebec, and formerly with E. and T. Fairbanks and Co., Ltd., Sherbrooke, Que., is commencing business as a manufacturers' agent, covering the province of Quebec.

Effective Cooperation

THE three newspapers you see illustrated here belong to the MacLean Technical Group.

If you are a manufacturer of equipment that can be used in machine shops, metalworking plants, power plants, or foundries, one or all of these papers can give you effective cooperation in increasing sales.

Tell the consumer about your products in the columns of these publications. The men who buy industrial equipment read them. Your products may have advantages over other products of their kind.

Tell the consumer what they are. Create a desire in his mind to buy your lines when ordering from the dealer.

An effective message in MacLean Technical Newspapers will prove effective cooperation for the promotion of sales, and the group you can use to greatest advantage includes:

CANADIAN MACHINERY
AND MANUFACTURING NEWS

POWER HOUSE

CANADIAN FOUNDRYMAN
AND METAL INDUSTRY NEWS

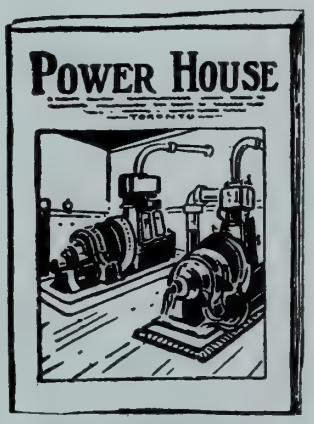
Canadian Machinery serves the iron and steel and general metal working industries.

Power House serves steam, electrical, water and gas power plants.

Canadian Foundryman serves the grey iron, steel and non-ferrous foundries.

Each of these papers covers their respective fields almost exclusively. They are "Canadian National" in scope and are read by the men you are anxious to reach—proprietors, managers, superintendents, purchasing agents and foremen. Attract the attention of these men with a strong appeal in their favorite technical newspaper—the MacLean service staff will assist you.

Weekly



Semi-Monthly

Monthly

MacLean Technical Newspapers
153 University Avenue
TORONTO

Montreal **Winnipeg** **Vancouver**

Complete information respecting circulation, advertising rates and other data promptly furnished.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c. to 75c. a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12 each	$0 50
12 or less than 50, each	0 45
50 or less than 125 each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 each. each.	37½

F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmor auger bits 25-2½%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	**8 00**
Competition Globe (metal)	**5 90**
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	**5 25**
Jubilee	**5 80**
Neptune	**5 25**
Waverley (zinc)	5 25
Newmarket King	**5 80**
Pony	**2 45**
Royal Globe (zinc)	**6 25**
Original Globe, solid back	**5 95**
Standard Globe	**5 25**
Supreme (zinc)	**6 50**
Western King (Enamel)	**9 00**
Canuck, (glass)	7 50

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Stem bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, **hexagon Blank, off net list, $0.75.**
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing seamless, base, Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS	Doz.
No. 5, 4 strings	**$ 6 65**
No. 5, standard	**7 50**
Little Beauty	**9 40**
Royal Blue	**13 90**

BUTTS	Wrought Steel—
No. 840	Less 17½%
No. 800	**Net**
No. 838	Less 10%
No. 808	**add 10%**
No. 804	**Less 17½%**
No. 802	Net
No. 810	**add 25%**
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under **WARES.**

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	**0 98**
Per bag, delivered	**1 05**
Less car lots—	
Per bag, f.o.b., yard	**1 09**
Per bag, delivered	**1 19**

Less 5 per cent.
Car load lots— Toronto.

Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.

RUSSWIN—Each, No. 0 $1.65; No. 1 $2.00; No. 2 $2.40; No. 3 $3.25; special prices for ½ doz. lots, or more.

F.O.B. Montreal Toronto

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	**3 43**
Good Morning	**1 40**
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

Electric Weld

	Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
P[illegible] oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

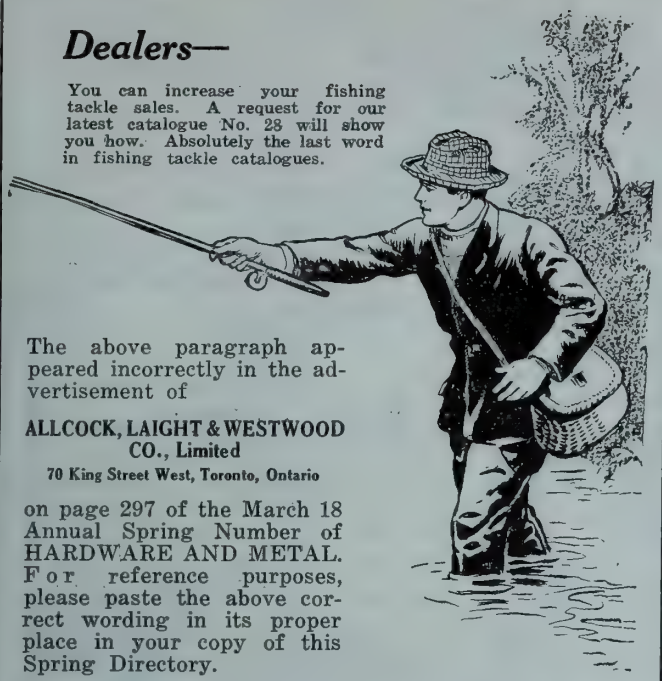
No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

Dealers—

You can increase your fishing tackle sales. A request for our latest catalogue No. 28 will show you how. Absolutely the last word in fishing tackle catalogues.



The above paragraph appeared incorrectly in the advertisement of

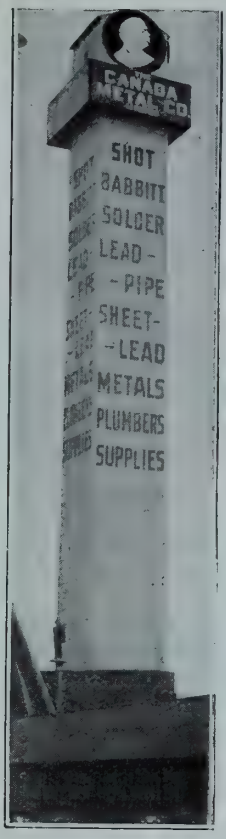
ALLCOCK, LAIGHT & WESTWOOD CO., Limited
70 King Street West, Toronto, Ontario

on page 297 of the March 18 Annual Spring Number of HARDWARE AND METAL. For reference purposes, please paste the above correct wording in its proper place in your copy of this Spring Directory.

TRADE-MARK

Signs of Quality
Stag and Beaver Brand
Tackle

ALLCOCK, LAIGHT & WESTWOOD CO. Limited
70 King Street West, Toronto, Ontario



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.
TORONTO MONTREAL WINNIPEG VANCOUVER

Alabastine Salesmen

They come to you, not simply to solicit an order, but prepared to help you display, advertise and sell Alabastine.

They travel over all Canada. They see how Canada's cleverest retailers are devising new uses for Alabastine and new ways of selling it. And they are ready to give you all the help they can to boost your sales.

A good, earnest talk with an Alabastine salesman is sure to benefit your business.

Don't forget we supply window trims, color cards, samples, advertising help, or anything else that will help you sell Alabastine and make more money.

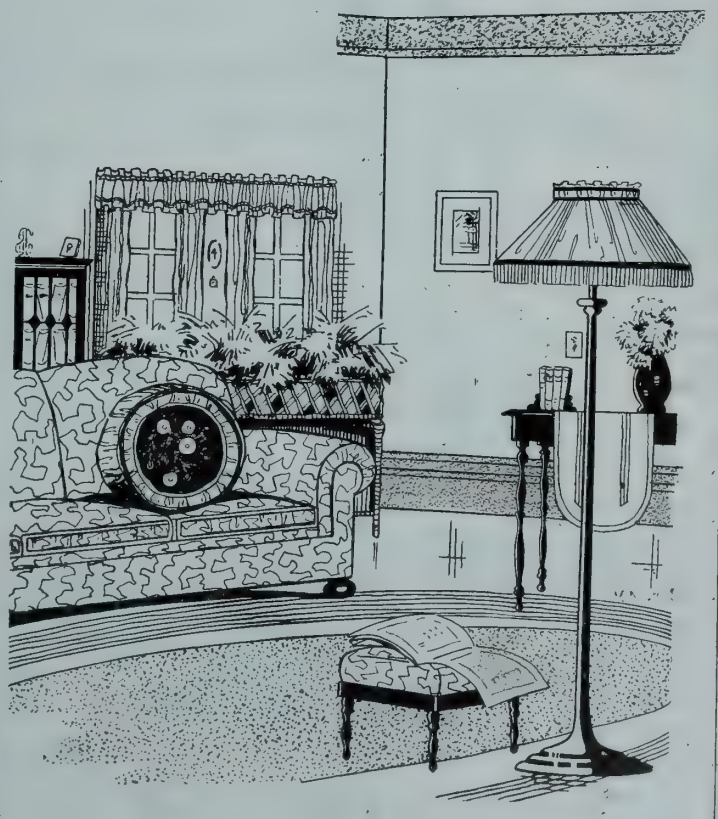
RETAIL PRICES:
2½-lb. package 40c
5-lb. package 75c

The Alabastine Co. Paris, Limited.
Paris, Ontario Winnipeg, Manitoba

Mix in hot or cold water

Alabastine

Avoid imitations. There is only one Alabastine.



If interested tear out this page and place with letters to be answered

DAMPERS— Doz.

7 inch	2 10
Cast, champion, 5 inch	$1 42
6 inch	1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—

Standard Lists.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Shank, Straight Shank Wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per Cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	82	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)

	per doz.
Mechanics, polished nickle finish	7 90
Do., nickel finish	6 25
General purpose, do.	5 00
Saw Handle, polished, deep frame	16 00

F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$4 75
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3.75
Bi-Treadle, each	9 75
Cycle BB.	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE— Per gross.

Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.

No. 21	$10 50
No. 1	13 50
Nos. 1½ and 61½	13 00

HAMMERS, SLEDGE—

Can. 2-2½ lbs. cwt.	$20 00
Do., 3-4½ lbs.	18 00
Do., 5 lbs. and over	12 50
Masons, 2-3½ lbs.	25 00
Do., 3-4½ lbs.	23 00
5 lbs. and over	18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—

No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.

No. 1	$9 75
No. 2	10 75

HATCHETS, LATH—

No. 3	10 00
No. 4	10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 .... 14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00

Discounts 25%-33%, according to quantity.

Majestic, 1 burner	11 00
Do., 2 burner	16 00

Discount 27½%.

Universal	18 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—

No. 200 and No. 20, per gr.	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25c. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—

	Toronto
Corrugated, ½ in., 100 ft.	13 25
Do., ⅝ in., 100ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... .21 per lb.
48 x 96 .... .21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)

Potts, polished, per set	$1 81
Potts, nickel plated, per set	1 87
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs., and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	4 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12 and 14 ft.	0 48
Single and Fruit Picking	
10 ft. to 16 ft.	0 26
18 ft. to 20 ft.	0.27

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

20 to 3 2ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0.45
Three section extension	0.45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec).	15 55
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold blast genuine ruby	5 40 doz.

F.o.b. factory.

LATCHES— Per doz.

Steel Thumb No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	.20 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, do.	145 00

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—	
No. 4 dozen	$33 95
No. 8 dozen	44 90
Universal—	
No. 4 dozen	$40 00
No. 8 dozen	52 00

MOPS— Doz. net

Liquid Veneer	$16 00
O-Cedar, large, with handle.	16 00
Do., with handle, small	10 00
S. W. Mops, complete	4 15
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 30
Crank wringing	7 35
Smarts'	4 00
No. 11 Janitor	4 76

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

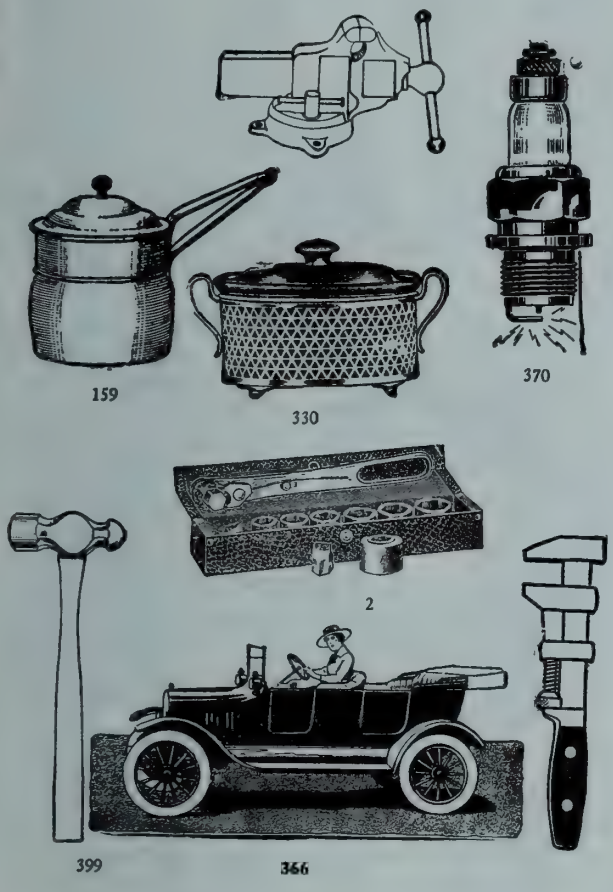
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL
Electro Department
143-153 University Avenue
TORONTO, CAN.

Tool Buyers Say The Starrett No. 146 is the Best Hack Saw Frame Sold at its Price

Show your customers the wide, rigid stock. That's a feature that makes a strong appeal to men who know hack saw frames. They know a frame like that won't cramp when the saw is tightened up, and won't tremble when it's used.

Show your trade the wide scope of this saw frame, too—how it takes 8, 9, 10, 11 and 12 inch saws—how it may be set to cut in any one of four directions, and tightened by simply turning the handle. Call attention to its fine finish—its polish and nickel plate. It's a hack saw frame that any mechanic would be pleased to own.

Starrett Hack Saw Frame No. 489 is another big value. Has extra rigid back made of heavy tubing. The frame telescopes into the tube engaging slots so spaced as to permit the frame to take saws 8 to 12 inches in length. May be set to cut in either of four directions. Fitted with "Easy Grip" hardwood handle and finely nickel plated.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Get copies of the Starrett Catalog No. 22 "MA.," also special supplement to this catalog showing new Starrett Tools. All good sellers. Copies of the Catalog and Supplement sent free on request.

Starrett Tools

42-299

If interested tear out this page and place with letters to be answered.

6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood, $3.65 base.
F.o.b. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.90 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 80
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod
1848 .... 0 67
2060 .... 0 72
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 85
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM— per 100 lbs.
Special No. 1 .... $15 00
Plumbers' in 50 lb. bales.... 6 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder 0.69.5
Mach. oil, reg. grades.... 0.39.0
Imperial gas engine oil... 0.59.0
Paraffine 0 20.0
List, less 15 per cent.
Polarine, per gal. list........ 1.00
Polarine, medium, list 1.00
Polarine, heavy, list 1.00
Polarine, special heavy....... 1.00
Polarine, ex-heavy, list 1.25
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl. net..........0.09.90
Do., tank wagons, net..0.08.90
Do., tank cars, net.. ...0.07.90
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case
5 gross, 4-in. (loose) $1 95
4 gross (cartons), 4 in. 2 00
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE
Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in...........50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz.......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE TIN
20x28x100 lb. basis, box ..$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can (Imp.).......... 12 00
½-gal. cans (Imp.) 20 00
1-gal. cans (Imp.) 28 00
Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 84
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-... pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Reed's Plastic Asphalt Cement per lb.
400 lb. bbls. 0 04
125 lb. drums 0 05
Above prices net per doz.
10 lb. cans 12 00
5 lb. cans 6 60
1 lb. cans 2 50
Less 25 per cent.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 24
British manila, basis....... .21
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.
Italian rope prices on application
Cotton, ⅛ in. 0 43
Do., 5-32 in. 0 42
Do., 3-16 in. 0 39
Do., ¼ in. and up .. 0 39 0 38
F.o.b. Toronto, Montreal, Lo... Welland, Hamilton

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES
Champion List Net
4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.
Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F. H., bright........85 %
Wood, R.H., bright 82½%
Wood, O.H., bright 82½%
Wood, F. H., brass ....80 %
Wood, R.H., brass 77½%
Wood, O.H., brass 77½%
Wood, F.H., bronze ....75 %
Wood, O.H., bronze 72½%
Wood, R.H., do. 72½%
Square cap ....50 %
Hexagon cap ....50 %
Set Screws ....55 %

SCREWS No. 14 IRON BENCH
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

OWL BRAND ROOFING

How is Your Stock?

Already we are having repeat orders, which indicates two things—an early demand and Owl Roofing first favorite. We say advisedly—don't let your stock run too low before re-ordering, because it's hard to say just how the supply may cope with the demand—present indications foretell great building activity, so get ready in real earnest to meet your trade requirements and you'll reap big profits. If you don't know about Owl Brand Roofing—write at once for samples and our proposition to dealers.

Write To-day for Samples and Prices

Owl Brand Strip Slates — size 36 x 12, red and green. They save time and will not curl.

Owl Brand Slate Surfaced Roofing, red and green, 108 square feet, 85-pound roll. Write for samples.

Owl Roofing is made in 1, 2, 3, 4, 5 ply—is fire resisting and free from taint in rain water. Each roll contains 108 square feet, 32 inches wide—enough to cover a space 100 feet square and allow sufficient lap. Nails, cement for seams and instructions for laying are included.

This is Owl Brand Roofing Year

W. WALKER & SON, LIMITED

Wholesale Hardware and Iron Merchants

10-16 Alcorn Avenue - - TORONTO

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List

Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b. 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge. Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival, Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket	7 27
145— 5 ft.	Steel Pocket	9 20
175— 5 ft.	Linen Pocket	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty .... $ 5 42
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford,

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each .... $ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list
Hot Blast .... Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1 .... $27 60
Star, No. 2, doz 30 00
Sun, No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .... $ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 .... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs.	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs.	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge. Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire. 15c.; bright, soft drawn, 25c-70c
Stovepipe Wire.
No. 18 .... $ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Bee 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 353

Three Of A Kind

A mighty good hand for any dealer or user to "draw to" is

"PREMIER" GALVANIZED STEEL SHEETS

Made in Canada continuously since early 1915.
A good, workable, well-coated steel sheet.

"PREMIER" COPPER BEARING GALVANIZED SHEETS

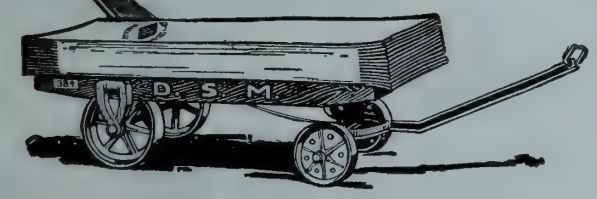
The regular open hearth sheet with copper added in the making.
Gives long service at small cost.

TONCAN METAL GALVANIZED SHEETS

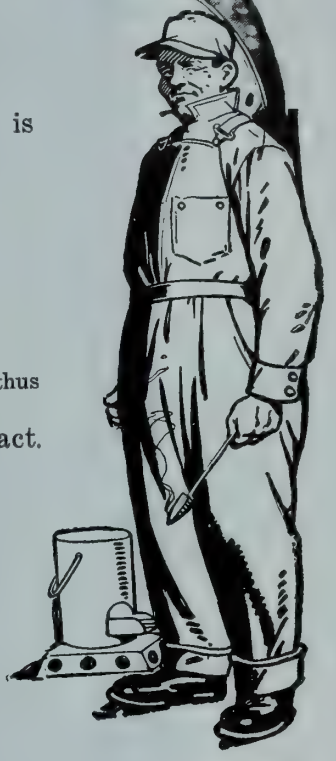
These pure iron time-tried sheets now carry a copper addition, thus doubling their power to resist corrosion.

Ask your jobber for prices. Now is the time to contract.

TINKER TOM.



MADE IN PREMIER CANADA



Christopher Johnson & Co.

Cutlery Manufacturers

Western Works:

Sheffield - England

Cables: Johnson, Sheffield. Established 1836.

MANUFACTURERS OF
High-Class Cutlery, Table and Pocket Knives, Scissors and Razors.

REGISTERED C.J TRADE MARK

This FLAG Brand

on any article of cutlery is a guarantee of good service.

OUR METROPOLITAN RAZORS

SHAVE

with speed and comfort and tickle the user with a sense of his ability

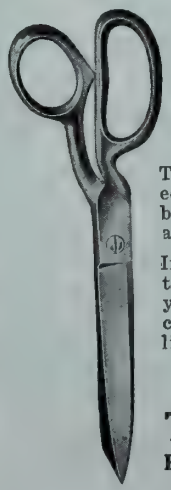
THE FLAG BRAND (Registered Trade Mark)

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

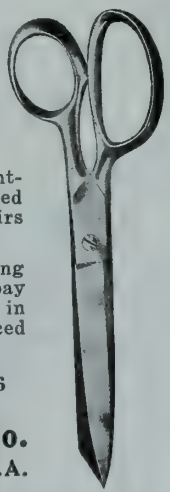
TRADE "Acme" MARK **SHEARS**

Strong Keen Durable

"Acme" Cast Shears and Scissors excel in quality and finish for low-priced cutlery. Acme blades are strong and durable, with keen, sharp cutting edges, familiar to all who have sold or used them. There are good sales for hardware merchants on Acme



SHEARS
SCISSORS
TINNER'S SNIPS



That "Acme" Shears are wanted, liked, and sold, is indicated by the fact that 35,000 pairs are produced daily.

If you are not already handling the "Acme" line it will pay you to do so, particularly in conjunction with a high-priced line.

Write for Catalogue No. 6

The ACME SHEAR Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	...0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY) — Per lb.

Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1. 100-lb. keg	-08
Lamp black, in bulk	0-26
Packages	30-38
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	06-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. $4 00
Ad-el-ite, tints, gal. 3 75

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry,	6 75
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09
GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.
GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto
LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.
LITHARGE
Casks per cwt. $9 25
Smaller quantities, per lb. 0 10¾
LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS— Fly Creonoid

Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3,75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tons, colors	3 85
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.	0 33
50 and 100-lb. drums, per lb.	0 31
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25

SHELLAC	Pure	Pure.
Per Gal.	White	Orange.
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C. P. C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 89
Do., No. 2	4 45
Do., Floor	4 00
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No. 61	5 04
Jamieson's Copaline	4 30
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 66
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 28
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	3 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry Light	4 75
Luxeberry, granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Do., Nogloss, interior	4 40
Do., Interior,	4 40
Copalite	4 90
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 10½

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White.	Colors.
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbls	7 00	7 50

Hygienis Kalsomine.	per 100 lb
300 lb. bbls.	$7 00 $8 50
100 lb. kegs	8 00 9 00
Cases of 25 pkts.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

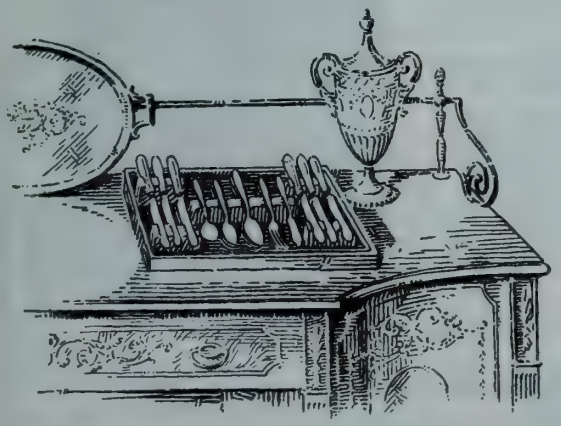
WAX

B.-H. Wax	$0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I V. Wax	0 90
Sherwin-Williams	0 43
Solpar	0 40
Crown Diamond	0 35
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	0 25
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1 75

"Petit Buffet"
IN COMMUNITY PLATE



The new Community "Petit Buffet" is the most striking display feature ever offered to the silverware trade. It is given free when ordered with a 26-pc Set Community Plate.

This fascinating "Petit Buffet" will delight the housewife. Not only is it beautiful in itself, but it is also a practical, permanent container for the silverware. It slips easily into the Buffet or Sideboard drawer.

The 26-pc Sets with the "Petit Buffet" can be sold at the same price as a bulk set,—a big saving over the same 26-pieces with any chest.

Your wholesaler can supply you.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	13/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1. $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1. $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	45%
Straight shank	45%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each
Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. 26 Eng.	6
24	6 75
22	6 75
18 and 20	6 60
16	6 45

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 95
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft., $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30
Barn Door	
5	6 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

Raw	1 15
Boiled	1 18
	Per gal.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 95

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

"The Trade Mark Behind the Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Invincible Q.D. AUTO SLIPS

FORD, CHEVROLET, MAXWELL, DORT, DODGE McLAUGHLIN, MASTER FOUR and 63

ARE YOU READY TO SHARE
In the New Business and Extra Profits in these
NEW INVINCIBLE Q. D. AUTO SLIP COVERS?

POINTS TO CONSIDER—

Q. D. Slip Covers are easily attached; can be removed in a few moments; are washable and quite inexpensive; they give a car the final touch of distinction; the Invincible Line of Covers and Curtains carried by us contains every conceivable requisite which can be used on any make of Automobile.

Let us know your requirements

Have you received the last issue of the Net Price List applying to this Catalog? If not, a postcard will bring it to you.

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

We back you up

If for any reason whatsoever the user of a

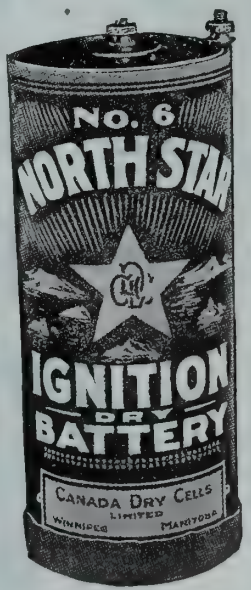
NORTH STAR BATTERY

is not entirely satisfied, we stand the loss. It is this kind of service that is helping to establish the growing preference for North Star dry cells and multiples.

All North Star Multiples are equipped with our exclusive improved terminals. They ensure perfect contact and prevent loose connections.

Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Order through your jobber



CANADA DRY CELLS, LIMITED

WINNIPEG MANITOBA

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	..
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$3.85
No. 158, gal. 5" wheel	$4.10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.

Bramble	$....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4, in., $4.75 base. Rounds, over 3 to 6 base $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 22
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 55
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 00
General purpose	7 90
Stone	16 75
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle—

6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Black. —Dozen—	N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent	$69 00
New Era	76 50
Universal	49 50

THEY SELL AT RIGHT PRICES

Selling Toronto Pumps presents several desirable advantages.

They sell at reasonable prices.

The line is complete.

They're sturdy and practical—the product of 35 years' experience.

They'll give the customer many years of satisfactory service.

We have an especially attractive pump offer this season. Write for particulars immediately.

Ontario Wind Engine & Pump Co., Ltd.,

ATLANTIC AVE., TORONTO

Montreal Winnipeg
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ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO PUMPS

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TO be sure it is the REACH ball. Wherever baseball is played the CORK CENTER BALL is used. The season is starting in with a rush and the dealer who is not prepared will undoubtedly lose business both on sporting goods and the other lines he handles. Why? There is no particular class which purchases athletic supplies. There is the professional, the semi-pro, the amateur, the kid, the boy's parents who purchase a ball and glove for him so that he might get out in the open, people in every walk of life. Is not such a vast scope of purchasers worth while preparing to supply? Every dealer knows conditions best in his own locality but if there is any information or service which we can render do not hesitate to write us.

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Of Canada, Limited

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The International Business Machines Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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The B. Greening Wire Co., Ltd., Hamilton.

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Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y

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Brown-Boggs Co., Ltd., Hamilton, Ont.
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Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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J. H. Hanson & Co., Ltd., Montreal, Que.

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Chicago Spring Butt Co., Chicago, Ill.

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Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

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The United Royalties Corp., New York, N.Y.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
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CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
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A. Macfarlane & Co., Ltd., Montreal, Que.
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G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
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DAIRY PAILS
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DAMPERS, STOVE PIPE
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The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
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DIES, STOCKS, ETC.
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Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

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Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Kasement Skreens Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

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Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
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Walter Woods & Co., Hamilton.

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Jas. Morrison Brass Mfg. Co., Toronto.
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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Balloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FAYLIGHT OPENERS
Jas. Gartland & Sons, Ltd., Birmingham, Eng.

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The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, On.

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Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co.. Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walker Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.

A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Whs., **Hamilton, Ont.**
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, **Ont.**

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
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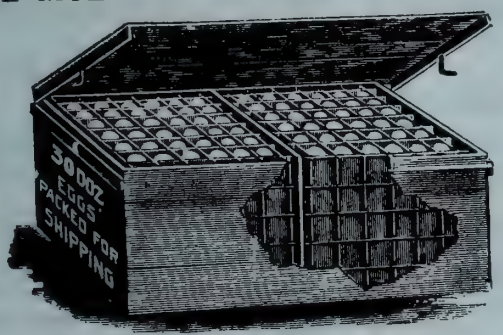

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Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBE
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Conner & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

LIVE HARDWARE CLERK WANTED;—WE have an opening in our staff for a real, live, dependable retail hardware clerk. Apply giving all details to George May, President May Brothers, West Toronto, Ont.

A CHANCE SELDOM MET WITH FOR A live wire with experience and $4,000 to $5,000 to acquire half interest in hardware business in one of the most promising mining towns in Northern Ont., every sign of a big boom this year. Apply The Simpkin Hardware Co., Kirkland Lake, Ont.

WANTED, A FIRST-CLASS TINNER, ONE who can invest in a money-making plant. State experience and the amount able to invest. Box 311, Hardware and Metal.

SITUATIONS WANTED

SITUATION WANTED BY YOUNG HARDware clerk having five years' retail experience. Canadian by birth; not afraid of work. Harold Willis, Powassan, Ont.

POSITION WANTED AS SALESMAN, STOCKkeeper or manager by hardware man. Twenty years' experience. Box 552, Hardware and Metal.

HARDWARE CLERK WITH SEVERAL YEARS' experience in general hardware especially tool and factory supply dept. Is looking for a good position. Box 907, Hardware and Metal.

HARDWARE SALESMAN WITH 5 YEARS' experience in wholesaling and retailing general hardware in Western Canada. Wants position with a progressive hardware firm, where possibility of advancement is assured. Experienced stockkeeper and not afraid of responsibilities. Have the knack of producing results in any branch of the business. Apply Box 312 Hardware and Metal.

HARDWARE CLERK, TEN YEARS' THORough experience, open for position, best of references. Box 313, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS ON main street of a northern Ontario city. Stock about $22,000, turn over three times. Best industries located in city. Apply Box 560, Hardware and Metal.

HARDWARE BUSINESS; ONE OF THE MOST up to date in Ontario. Stock about twenty seven thousand and up to date fixtures. Owner has other business and will sacrifice at fifty five cents on the dollar for quick sale. Address Box 708, Hardware and Metal.

WHOLESALE AND RETAIL HARDWARE store, established in Montreal for over thirty years. Average turnover $500,000, situated on one of the most commercial streets. Would be open to consider an offer to dispose of the business as a going concern or would consider partnership with an active man with at least $50,000 to put in the business Write to P. O. Box 2303, Montreal.

HARDWARE BUSINESS IN GOOD MIXED farming district in Alberta, stock and fixtures about $11,000, one-third cash balance reasonable terms to right party. Box 314 Hardware and Metal.

HARDWARE BUSINESS CENTRALLY LOcated on main line of C.P.R. and G.T.R. Best dairy centre in Western Ontario. A going concern. Stock and fixtures about $12,000 turn over three times. An exceptional buy. Box 315 Hardware and Metal.

One J. & J. Taylor safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.

One J. & J. Taylor Safe 18 inches deep, 2 feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 18, Hardware and Metal.

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

WANTED

CASH REGISTER WANTED. SINGLE DRAWer receipt printer. Must be in excellent condition. Box 694. Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

MANUFACTURERS' AGENT HAVING WELL established connection with wholesale hardware railway and manufacturing trade in Quebec Province is open for lines on commission. Territory covered monthly. H. B. Johnston, 92 Dominion Ave., Sherbrooke, Que.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull!

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY

26 Woodlawn Ave. Chicago, Ill., U.S.A.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc

Paddles and Oars.

Peterborough Canoe Company Limited

288 Water Street Peterborough, Canada.

Canada Tack & Nail Co., Limited

Morrisburg, Ontario — Hamilton, Ontario

Quality Tacks of All Kinds

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,

Chester, Conn., U. S. A.

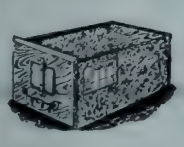
Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

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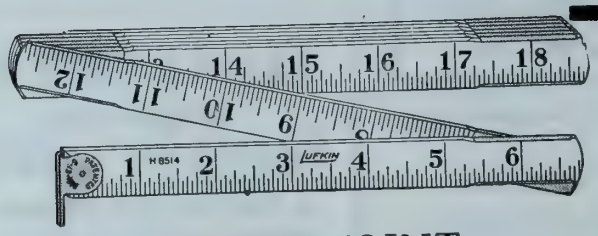
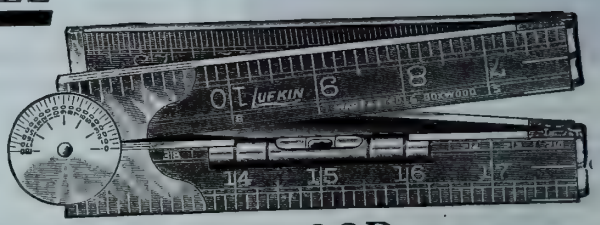
LUFKIN RULES

STEEL



SPRING JOINT



BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,

Noteworthy Improved Features

Insuring Accuracy of Reading, Ease of Use and Saving of Time

APPEAL TO MECHANICS ON SIGHT

Made in Canada

Ask your jobber

Send for catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

How Many Can You Sell?

Genuine First Quality Fairbanks Platform Scales

500 lb. capacity

$23.35

1,000 lb. capacity

$27.30

Plus Inspection and Sales Tax

F.O.B. Factory: Sherbrooke, Que.

You will want at least one for your business and your customers will not want to miss this opportunity to procure a genuine Fairbanks Scale at these low prices.

Send in your order now. Liberal discount from above prices to dealers.

The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

St. John	Ottawa	Windsor
Quebec	Toronto	Winnipeg
Montreal	Hamilton	Regina
		Saskatoon
		Calgary
		Vancouver
		Victoria

Fairbanks Scales

"the Danger Hours" in your Business

SHOW us a business that has no "danger hours" and we'll show you a stagnant business.

Keep your eye on the "danger hours." They are well worth watching and studying. They're those hours in which you carry your peak-load of trade—when customers come with a rush that tests the capacity of your clerks and your equipment.

Such a peak-load is a precious asset. It offers you profits and prestige that you can't afford to lose. Why endanger these by trying to "get along" with too little equipment, with out-of-date equipment or with faulty new equipment?

Dayton Automatic Scales

not only assure lighter work and larger profits in the "normal" hours of the day but are the greatest of all helpers in carrying the peak load. But keep in mind: One Dayton cannot be expected to do the work of two, any more than 1912 equipment can be expected to meet the needs of 1922. The grocer who is prepared to turn peak loads into profits never fails to provide an adequate number of Daytons at convenient points in his store to enable his clerks to speed up service. Here is the reserve power that wins.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory - 300 Campbell Avenue, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N. B., Halifax, St. Johns, Nfld.

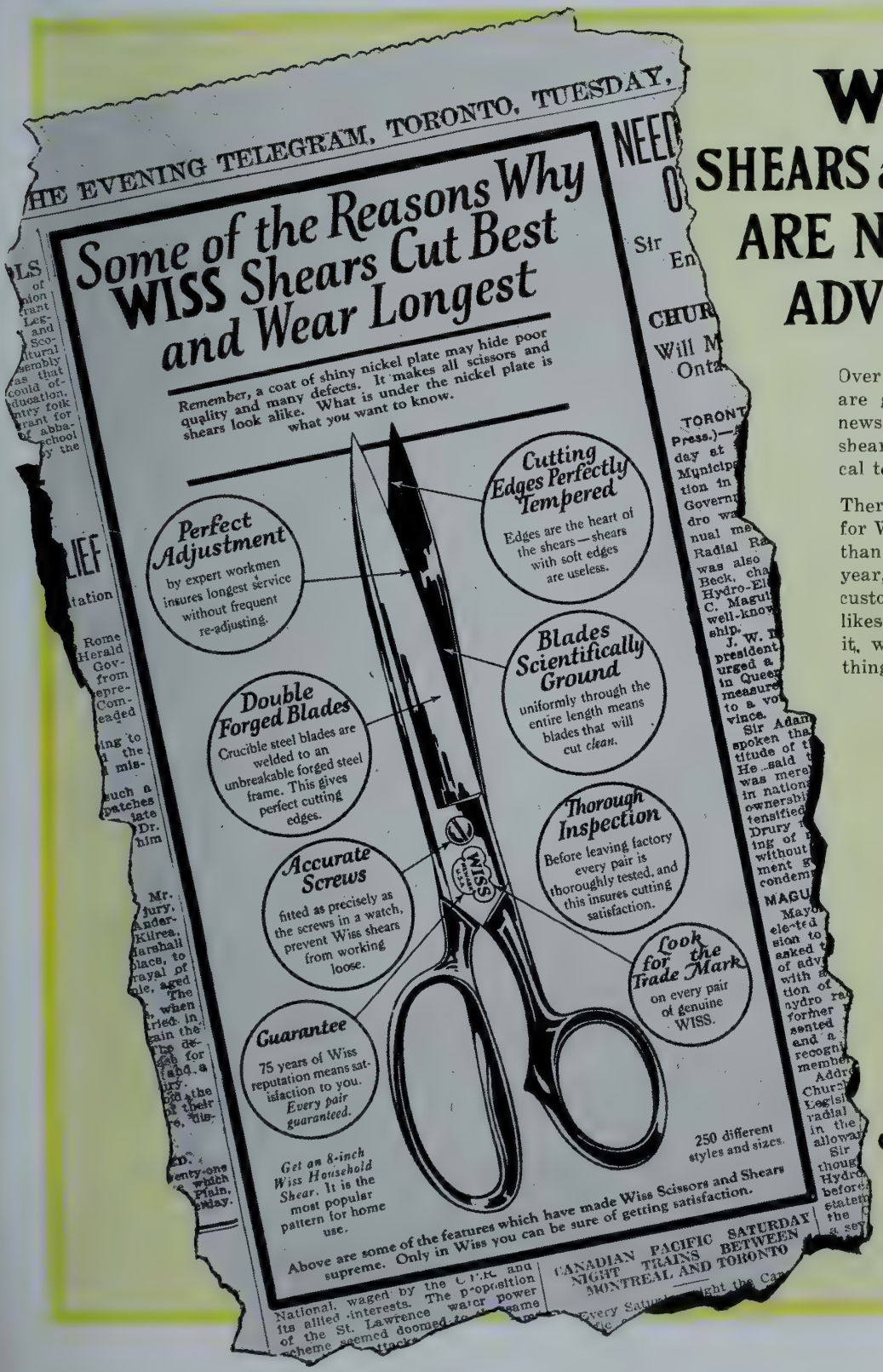
Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters

THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 15 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | April 15, 1922



WISS
SHEARS and SCISSORS ARE NATIONALLY ADVERTISED

Over 550,000 Canadian families are going to learn through their newspapers why Wiss scissors and shears are *best* and most economical to buy.

There is already a good market for Wiss shears. Considerably more than a million pair are sold each year, simply because they satisfy customers—and because Mrs. Jones likes to tell Mrs. Brown all about it, whenever she discovers a good thing.

Now, we are going to tell 550,000 Canadian families exactly what Mrs. Jones tells Mrs. Brown—and a good many other interesting facts—and naturally the market for *Wiss* cutlery is going to increase.

If you want to know how you can take full advantage of this publicity, write for booklet No. 77.

J. WISS & SONS CO
ESTABLISHED 1848
NEWARK, N.J., U.S.A.

World's largest makers of high grade scissors and shears.

"What I Tell 'em!"

Mr. SMP
Copyright Canada by
The SMP Co. of Canada

By Mr. SMP

All you have to do to make Diamond Ware or Pearl Ware go with a bang is to have a few hard-headed, reason-why, selling arguments tucked up your sleeve. Here are some of my selling points for Pearl or Diamond Ware boiled down. This is what I tell 'em about

SMP Diamond or Pearl WARE

1. It's Clean

(a) Just as pure and clean as porcelain or china;

(b) Soap and water will keep it bright;

(c) Dirt cannot cling unseen to its smooth, hard surface;

(d) It cannot absorb grease or odors;

(e) Its surface will not stain or discolor.

2. It is Efficient

(a) It heats far quicker and more evenly;

(b) It stays hot and concentrates the heat where it's needed;

(c) It brings out the true food flavor;

(d) Gives food a tender texture.

3. It's Durable

(a) Pearl or Diamond Ware, if properly treated, will last a life-time;

(b) Made only of the finest steel and enamel;

(c) Made from open hearth sheet steel;

(d) Alkali in water or food acids cannot injure Pearl or Diamond Ware;

(e) Scraping with a knife cannot harm it;

(f) You can't burn a hole in Pearl or Diamond Ware;

(g) Safe over the hottest stove or in the hottest oven.

4. It is Economical

(a) Diamond or Pearl Ware saves fuel;

(b) Heats more quickly than any other utensils;

(c) Comes to the boil in half the time;

(d) Concentrates the heat where it is needed to do the work;

(e) Will give longer, steadier service;

(f) Brings out the true food flavors from even the cheapest foods;

(g) Saves left-overs without waste, taint, discoloration or loss of flavor;

(h) Saves your time by cooking foods quicker.

5. It is Beautiful

(a) Pretty and attractive in color;

(b) It helps to make a kitchen light and cheerful;

(c) It is more pleasant to work with;

(d) It is a pleasure to keep such pretty ware clean.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

DIAMOND CORD

It's Time To Get The Motorists' Attention.—

Here is shown the new Diamond Cord Tire. The newest and best product of one of the oldest and most reliable tire makers. This is a splendid tire that will appeal to every car owner.

The quality of this line is absolutely supreme. It represents the climax of years of experience and building to highest standards.

If **Appearance, Performance** and **Economy** mean anything this line will prove a sure seller.

To assist you in selling this and other kinds of Diamond Tires, we can supply some very strong and unusual dealer helps.

Be prepared also to get the business that will be available in other lines that appeal to the motorist. A number of cars in your locality will have to be cleaned and gone over and you will have many opportunities to sell top dressings and radiator cements. We carry complete lines of Johnson's and Norwesco Auto Products.

How is your stock of batteries? We carry a complete stock of Columbia Ignitors and Hot Shot Batteries, also Ever-Ready Flashlights.

We are distributors for **DuPont Celluloid or Transparent Sheets.** Stock sizes 12½ and 15 thousandths, sheets 20 x 50 ins. A strong feature of this line is that it is very pliable. We can ship immediately from our large stock.

The Repeater 6 Fuse Plug

The illustration in the lower right-hand corner is the new **Repeater—6 Fuse Plug.** Here is an article that you need only display to make many sales. "A turn to the right brings back power and light." It takes the place of six fuses. Be sure and ask the Rice Lewis man about this or write us direct.

DIAMOND FABRIC

Rice Lewis & Son, Limited, Victoria St., Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered

Rope Buyers—
It Pays to Handle the Best

Place your Spring order now with your Jobbing Traveler, and say you *must have Plymouth.*

Every wholesale dealer in Canada can supply you with the well-known Plymouth "Ship Brand."

Plymouth Rope will invariably give your customers a little more service than they reasonably expect. It has been doing this for nearly a hundred years; that is why the Plymouth Cordage Company is the largest cordage plant in the world to-day.

The most popular rope sizes for spring shipment are ¼", ½", and ⅞" diameter

Plymouth Cordage Company
NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited
TORONTO, CANADA Canadian Sales Agent

5-65

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered.

DUNLOP

CORD TIRES FABRIC

¶ The Tire that means most in Long Mileage, Economy and Comfort to Canadian Motorists these days is:—

DUNLOP TRACTION CORD

¶ Dunlop Cords, with Dunlop Extra Heavy Service Tubes make the ideal tire equipment for every car, any place, and in all weathers.

¶ "Some two years ago I purchased two Dunlop Traction Cord Tires, 32 x 4. Since placing them on my Columbia Car I have covered 18,500 miles. In view of the almost uninterrupted service they have given, and still are giving, I feel it is my duty to inform you of the great satisfaction I have received from their use. Also, I must congratulate your Company on the high standard of quality that is put into the manufacture of tires, to enable them to give such service."

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto. Branches in the Leading Cities.

Also makers of High-Grade Belting, Hose and Packings for all purposes.

T163

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

The New Price Level.

Recent developments in the raw material market both in Canada and United States have strengthened the opinion of many merchants that

FURTHER PRICE REDUCTIONS CANNOT BE EXPECTED.

The Smart people at Brockville have reduced the selling prices of their products to this new level and offer this suggestion.

PRICES ARE STABILIZED
Your Stock Should be Increased.

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

REGISTERED
W. D. S. & Co DURO ALUMINUM
TRADE MARK

"DURO"

REGISTERED
W. D. S. & Co DURO ALUMINUM
TRADE MARK

ALUMINUM WARE

99% Pure

ALL "DURO" SPOUTS ARE WELDED TO BODY OF POTS.

They cannot come off--Never Leak.
Insist on welded spouts and give your customers real value.

5 & 7 Qt. Tea Kettle and insert With Welded Spout.

8 Cup Percolator With Welded Spout.

MADE IN CANADA

DURO ALUMINUM, LIMITED

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, Vancouver.
A. F. BURNS, Hamilton, Ont.
L. T. WALLS SALES, LTD., Winnipeg, Man.
ARMSTRONG & PATERSON, St. John, N.B.

If interested tear out this page and place with letters to be answered.

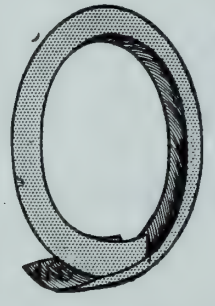
"GUTTA PERCHA"

"Boosters"

For Your Auto Accessory Department

SEALTITE PATCHES
For Permanent Repairs

When a tube requires permanent repairs, there is nothing quicker nor more easily applied than a Sealtite Patch. This makes a good demonstration for your customers. Just your two hands are all the tools required. The tube can be used immediately; the Sealtite Patch will not pull or creep with friction.

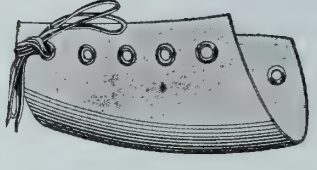


GUTTA PERCHA INTERLINERS
Prevent Blowouts

Show your customers that, when casings are wearing down, this handy accessory helps to get the last mile out of them. They strengthen the weak spots and do away with blow-outs. Show them and explain. That motorist will come to you when blow-outs become frequent. They should not be recommended for **new** tires.

BLOWOUT PATCHES
For Blowouts and Rim Cuts

These effective patches are specially feather edged to prevent the tube from being chafed or pinched. They are the most satisfactory patch ever designed. Give them your unqualified endorsement. They are suitable for either blow-outs or rim cuts.



LACE-ON BOOTS

A "first aid," and an invaluable one for preventing cuts or breaks from extending further until a permanent repair can be made. These reliable boots are fitted with heavy brass grommets and a sturdy leather lace.

GUTTA PERCHA & RUBBER, Ltd.

HEAD OFFICE AND FACTORY : TORONTO

Branches in all leading Canadian Cities

If interested tear out this page and place with letters to be answered

Westinghouse

TURNOVER TOASTERS

THERE is always a demand for toasters, because toast forms an important part of the morning meal in almost every home.

Show your customers how convenient it is to make the toast on the table and how handy the Westinghouse Turnover Toaster is; how the toast is turned without being touched.

This toaster is very attractive and in perfect keeping with a neatly set table. The flat top will keep the toast warm, heat plates, keep the coffee hot.

Canadian Westinghouse Co., Ltd., Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 113 Dagenais St.
TORONTO, 366 Adelaide St. W.
MONTREAL, 285 Beaver Hall Hill.
FORT WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Nova Scotia Bldg.
REPAIR SHOPS
Vancouver, 1090 Mainland St.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. East.
EDMONTON, 211 McLeod Bldg.
CALGARY, 316 Third Ave. E.

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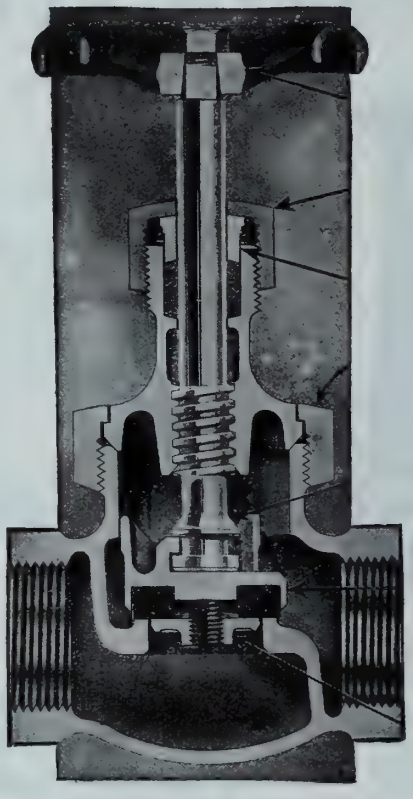
SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

8

If interested tear out this page and place with letters to be answered

TIGER BRAND

WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1/2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

THE STEEL COMPANY OF CANADA LIMITED

M.R.M. CO.

"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-chilled Shot in twelve sizes.

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

DAVIDSON

Made in Canada

Always buy Goods bearing this label

ENAMELEDWARE

The **CLEAN** *Ware*

"MARATHON"	"PREMIER"	"COLONIAL"
Chocolate & White	**Blue & White**	**All Gray**

FOR sixty years and more Davidson's have been building up a name for durability for their products.

When you see the Davidson Trademark on any of these brands you are always sure of what you are buying. It really comes to this, that our "Seal of Durability" is the equivalent of a written guarantee on every single article which leaves our factory.

Similarly the housewife who buys Davidson's Enameledware is getting the best workmanship that money can procure at a price which is lower than many other much advertised and often inferior grades.

Always carry the full line of these brands, because it means better and more profitable business if you do.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: Montreal

Branches

Toronto **Winnipeg** **Calgary** **Vancouver**

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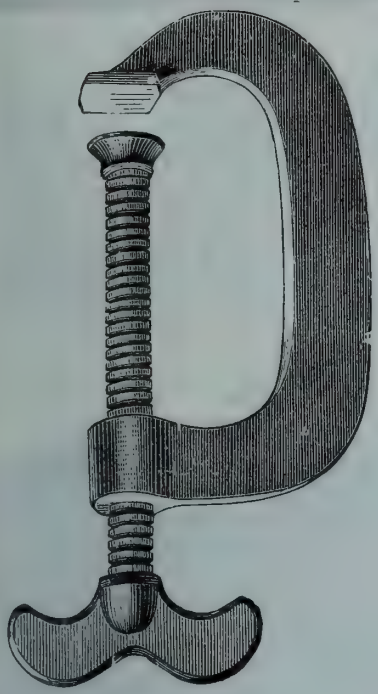
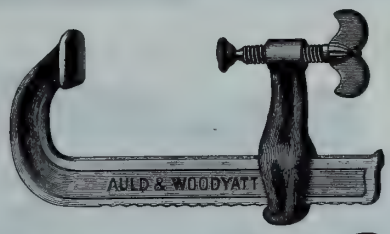
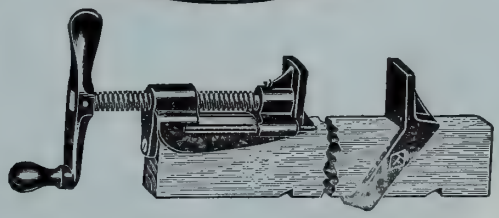
Clamps For All Requirements

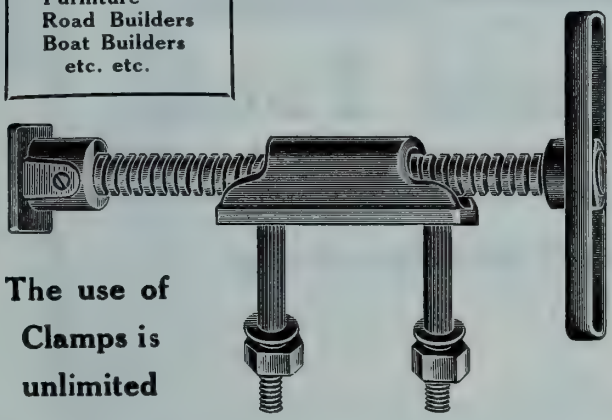




Complete assortment in Clamps for—

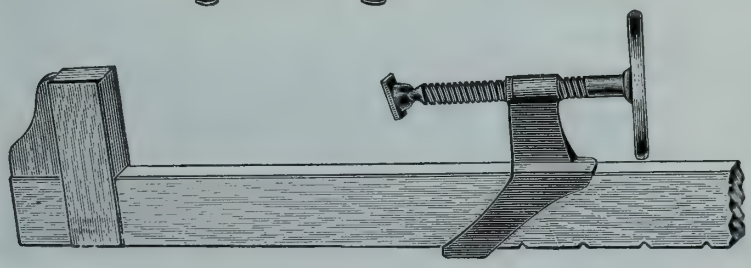
Cabinet
Quilt Frame
Carpenters
Joiners
Furniture
Road Builders
Boat Builders
etc. etc.





The use of Clamps is unlimited

Ask your jobber about our quick Adjustable Clamp —a positive labor saver



TAYLOR-FORBES COMPANY

LIMITED

Head Office and Works

GUELPH, ONT.

TORONTO MONTREAL VANCOUVER
QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

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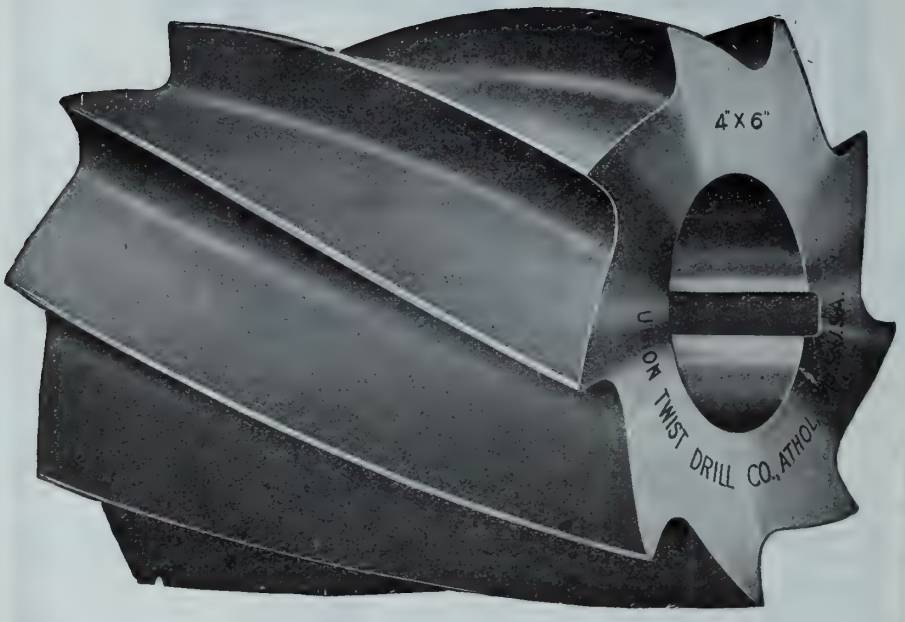
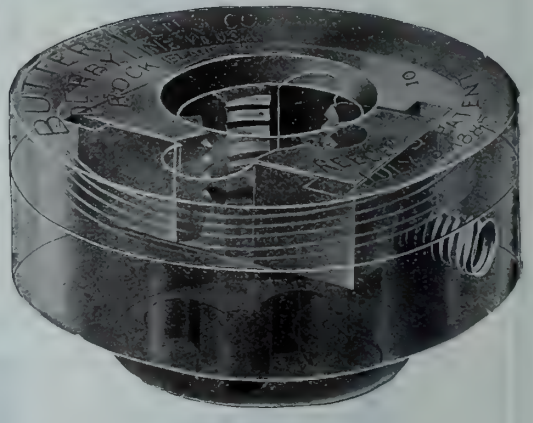
BUTTERFIELD



Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 1 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785 Buenos Aires, R. A.; South Africa, H. Parker Wood. Cape Town, Durban and Johannesburg.



Butterfield Tools

Sell because of their well-known Speed and Accuracy

In the prosperous provinces of Canada there are many purchasing agents of large industries who habitually order Butterfield Tools for their plants. They have made it a matter of routine, to specify Butterfield, because they know that they lower production costs by increasing each machinist's output, use less power, and require less grinding and tool-maker's attention.

The Butterfield variety includes almost every possible need, and we can assist you to supply any special requirement, because we make tools to order, from working drawings or customer's samples.

Butterfield & Co., Division

Union Twist Drill Co.

Rock Island - Quebec

If interested tear out this page and place with letters to be answered

How Many Can You Sell?

Genuine First Quality Fairbanks Platform Scales

500 lb. capacity

$23.35

1,000 lb. capacity

$27.30

Plus Inspection and Sales Tax

F.O.B. Factory: Sherbrooke, Que.

You will want at least one for your business and your customers will not want to miss this opportunity to procure a genuine Fairbanks Scale at these low prices.

Send in your order now. Liberal discount from above prices to dealers.

The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

St. John	Ottawa	Windsor
Quebec	Toronto	Winnipeg
Montreal	Hamilton	Regina
		Saskatoon
		Calgary
		Vancouver
		Victoria

Fairbanks Scales

If interested tear out this page and place with letters to be answered

Pipeless.

Are You Getting the Cream of *the* FURNACE TRADE?

Don't allow your competitor to get the biggest slice of the pipeless furnace business in your territory. Outmatch competition—build up your business—by featuring the New Idea line and allowing us to help you through our co-operative selling plan.

Once introduced into a neighborhood the New Idea makes a strong appeal to those who are looking for a satisfactory solution of their heating problem, and it is an easy matter for an aggressive dealer to clinch further orders and obtain a huge volume of new business.

Write us at once for particulars of our attractive agency proposition.

"NEW IDEA"
Pipe and Pipeless Furnaces are Fully Guaranteed.

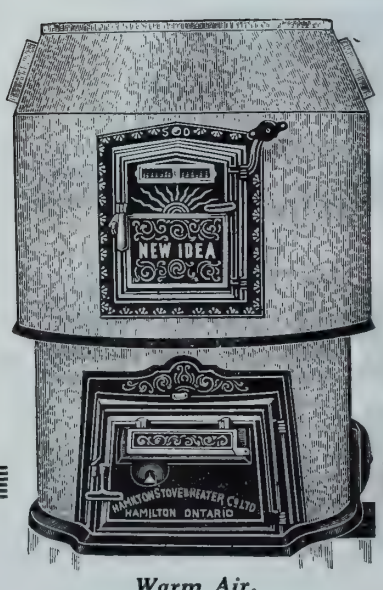
We also make the "Famous for Good Baking" line of Souvenir Stoves and Ranges.

The Hamilton Stove & Heater Co. Ltd.

Successors to Gurney Tilden Co. Ltd.
HAMILTON.

75 years' Successful Manufacturing.

J. E. Maranda, Quebec Traveling Representative, St. Hilaire, Que.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.



Warm Air.

If interested tear out this page and place with letters to be answered

Display Your Grindstones Now!

Easier Sales and more of them if your Customers See the Goods Displayed

The prosperous hardware merchant is a **salesman**—he wouldn't likely be prosperous if he merely took orders from the people who come into the store.

Farmers this year should be larger grindstone consumers than for many years because their buying of such things was last year restricted. Now they need them and the more often you display your grindstones—the more forcibly and more often you call their attention to grindstones the more sales you will make.

And this applies just as strongly to saws, files, axes and other goods as it does to grindstones. Whether you are carrying Cleveland Grindstones or not, we urge you to display your stock aggressively right now because now is the time to make grindstone sales.

We ask you to stock Cleveland Grindstones because there are no better stones produced. Cleveland Grindstones are of the famous Berea stone. It is a well known fact that no better stone has ever been found than our Berea stone.

We ask you to stock Cleveland Grindstones because you have a wide selection of sizes and styles. And no matter where you are located there's a jobber in your community who carries Cleveland Grindstones and who has an adequate stock and will supply you promptly.

And these reasons are abundantly rich in their assurance that when you carry Cleveland Grindstones you can always satisfy your customers at the time of the sale and that every grindstone sold remains a continuous source of satisfaction and good will.

The grindstone selling season is here now. By aggressive action you can double or even triple your grindstone sales of last year. Write us for name of jobber and generous discounts.

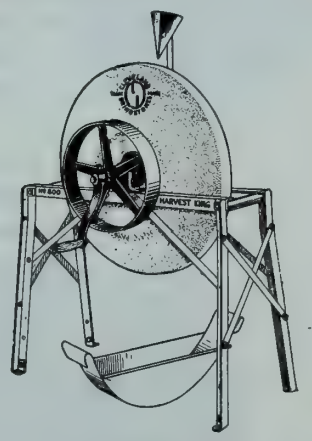
The Cleveland Stone Co.

814 Union Bldg. Cleveland, Ohio

NORKA BB
Fastest Selling Grindstone in Canada
Practically Indestructible

A big demand in Canada for the Norka BB. It is strong—practically no wear out to it—and is easy running. Frame is heavy tubular steel, strongly braced. Shaft of cold rolled steel and turns in a splendid ball-bearing device.

The stone is a Cleveland Grindstone of Genuine Berea or Lake Huron Stone, 19 to 22 inches in diameter, 1¾ to 2¼ inches thick. The frame is folded, strongly and compactly crated with the stone.



HARVEST KING
Power Grindstone for Farm Use
Popular Priced Outfit

Here is one of the fastest sellers among power grindstones and is carried by nearly all hardware dealers. It is substantial, sturdy and will last a life time, yet is low priced.

The frame, constructed in our own factory is of heavy angle steel 1¼" x 1¼", x ⅛". and is strongly braced.

The stone is our standard high grade selected Cleveland grindstone 24" x 2". Has a ⅝" shaft, 12 x 2⅜ pulley and heavy steel roller bearings, hand crank and drip cup. The frame is folded complete, stone crated separately to save freight. Be sure to carry a good stock of Harvest Kings—they sell rapidly.

If interested tear out this page and place with letters to be answered

LION BRAND CORDAGE

Established 1825

13 Canadian Distributing Points Insure Prompt Delivery

This is a decided advantage to hardware merchants, as they can obtain "Lion Brand" supplies no matter where they are located.

For Spring Lumber operations and general uses every dealer should recommend

Lion Brand Cordage

Uniform strength and durability can be relied upon in every strand of Lion Brand Cordage.

Its superiority can be accounted for through highly skilled labor and the most modern machinery.

Over ninety years experience should also instill confidence in Lion Brand Cordage.

Specify Lion Brand to your jobber or direct. "Coast to Coast Service."

Order your stock of "LION BRAND" now.

Manufactured by

Consumers Cordage Company, Limited

Factories: Montreal and Halifax

Agents and Stocks at St. John, N.B., and Toronto, Ont.

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

James Bisset & Co., Quebec. MacGowan & Co., Vancouver.

If interested tear out this page and place with letters to be answered

THE condensed line of fourteen types of Bassick Casters, selected to fill all the requirements of the average home, are marketed in a new and distinctive *yellow and blue* package.

Each box contains one set of four casters, and is marked with the kind of furniture and the kind of floor or floor coverings for which the casters inside have been especially designed.

Instructions and a tool for removing old sockets are enclosed in every package. They make it easy to put the right Bassick Casters on the right furniture.

Properly packaged, properly priced, and easily applied, Bassick Casters make quick selling and profitable stock.

Bassick Casters are nationally advertised.

THE BASSICK COMPANY
BRIDGEPORT, CONN., U.S.A.

Bassick
Casters

Canadian Sales Agent
J. A. RAMSAY
350 Adelaide St., West, Toronto, Ont.

If interested tear out this page and place with letters to be answered

Free!

This handsome money-making cabinet costs you nothing—merely pay for the quick-selling Blue Nose Oak Sole Leather Strips.

Put this cabinet of Blue Nose Oak Sole Leather Strips on your counter. It occupies little space and requires only the small investment to pay for the strips—the cabinet is free!

The price is 25% below that usually charged by general stores for similar quality. This, together with the attractive, convenient cabinet, makes quick sales for you.

Blue Nose Oak Sole Leather Strips are cut from the choicest part of the best packer steer hides, slow cured in the good, old-fashioned way.

They are guaranteed.

They are special lengths, to cut without waste and please economical people who mend their own shoes.

Order to-day from your jobber.
If your jobber does not already handle this line mail your order direct to us, specifying your jobber's name.

The Logan Tanneries, Limited
Lyon's Brook, Nova Scotia

Use GTD to Help Sell These Tools

Every stock order of GTD Pipe Wrenches entitles the purchaser to one of these handsome metal display stands—absolutely free. Sticks the wrench right out where your customers will see it and buy.

Drill sales will be increased if drills are displayed where your customers can see them. Put a GTD Drill Set out in the open.

The GTD Trademark instantly identifies your goods as high quality, and emphasizes that your store is a quality store.

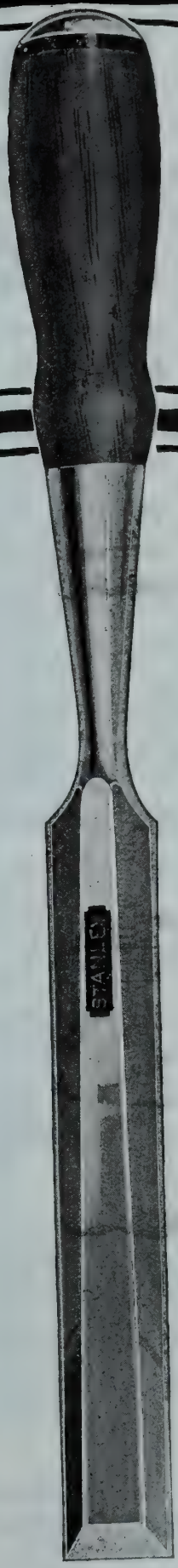
Order from your jobber or consult us for nearest supply.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

If interested tear out this page and place with letters to be answered

STANLEY "Everlasting" CHISELS

STANLEY S.W.



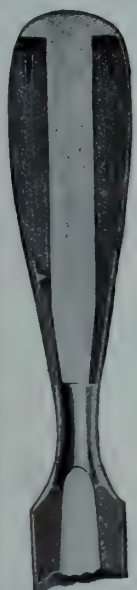
When a customer, whether a carpenter or amateur mechanic, buys a chisel he expects to get a keen cutting edge, a handle that will stand abuse and a head that will transmit the blow directly to the cutting edge.

All of these qualifications are found in Stanley "Everlasting" Chisels. The head, shank and blade are forged from one piece of tool steel. Painstaking care is used in the manufacture, especially in the heat treatment of the blade.

Point out to the carpenter, the leather washer that is placed between the handle and the steel head to serve as a cushion thus relieving the handle from the shock when the blow is struck. This construction also prevents the handle from splitting and as a further safeguard a brass ring is driven into the large end of the handle.

Point out these superior qualities to your customers as it all makes for better sales.

Do you need any more No. 34 Catalogs?



The Stanley Rule & Level Plant

The Stanley Works

New Britain - Conn.

Canadian Representative :

A. MacFarlane & Co., Ltd., Coristine Bldg., Montreal

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Black Diamond Files

for preference

Fine temper, durability and sharpness of cut have made Black Diamond Files the favorites of skilled mechanics and of all men who do filing. They give dependable results.

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

Do You Value Easy Sales?

Isn't it true that the sales which mean most to you are the ones made without effort—

Where a customer asks for an article by its brand name, and you hand it over and take the cash?

That is the kind of sales made by our five brands of files.

These brands are known as the standard of file efficiency, and are asked for and bought regularly by file users:

Kearney & Foot
Great Western
American
Arcade
Globe
FILES—RASPS

Made in Canada by

Nicholson File Company

PORT HOPE ONTARIO

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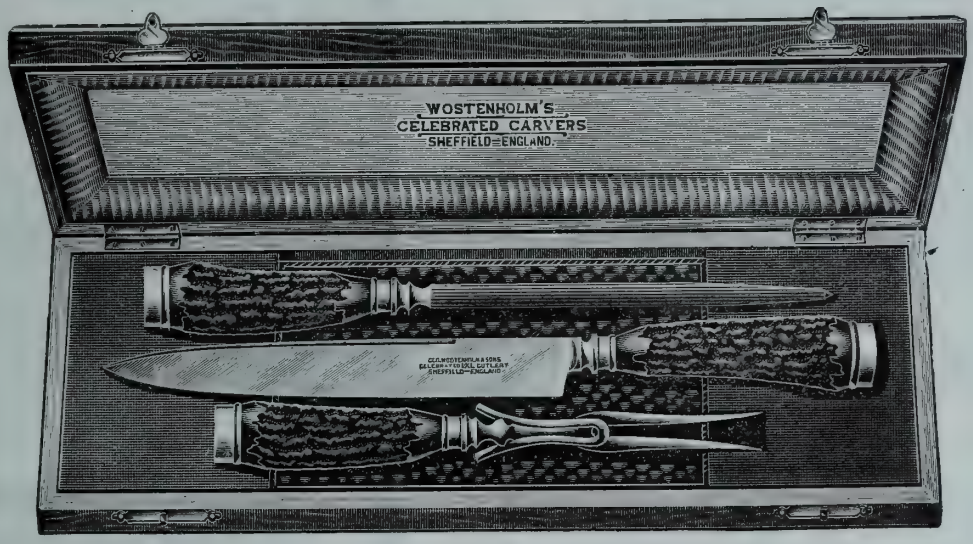
WOSTENHOLM'S

I-XL CASE CARVERS I-XL

Makers of High-grade Cutlery since 1694



3377½ x 3

GREATEST RANGE FOR SELECTION
FINEST QUALITY AND FINISH

3766

Complete assortment stocked by all Leading Jobbers

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MacFarlane & Company, Limited, Canadian Representatives, Montreal

If interested tear out this page and place with letters to be answered

Do You Know Why A Baseball Glove Is?

¶ Baseball was first played, a little over a half century ago. The game to-day with its science and speed can not be compared with the slow games which were played in the early history of the sport.

¶ THE CORK CENTER BALL due to its absolute uniformity of standard quality has materially assisted in bringing about the highly developed exhibitions of skill which are witnessed in the present day game.

¶ The speed of the game was increased by the marked improvement in the ball, therefore more protection and practical equipment was required by the players. Reach supplies have met the demands of the most exacting athletes as our association with the game since its inception has given us opportunity to cull out freak features and perfect the practical ideas of the most famous players.

¶ A few distinctive Reach features are: The diverted seam in fielder's glove, The cork center ball, the full moulded face for catcher's mitts, the double palmed fielder's glove, the plugless tennis ball, the weatherproof throat tennis racket and many others.

¶ Consider the advantages of handling such a distinctive line. It is not too late to start. Let us supply detailed information.

A. J. **Reach** CO. OF CANADA LIMITED

BRANTFORD, ONT.

Starrett Quality Nail Sets

Your customers will find Starrett Nail sets "just right" in size—in the degree of hardening—the shaping of the oval tops—the concaving of the tips. Made of high grade steel. Ends finely polished. Centers nicely knurled. Starrett quality throughout.

Starrett No. 116 Nail Sets are made in four sizes having, respectively, the following diameters at the tip: A, 1/16 inch; B, 3/32 inch; C, 1/8 inch; D, 5/52 inch. All sizes 4 inches in length. Put up to sell separately or in neat wooden boxes containing one dozen A,B, or C. Also assorted.

For extra heavy Nail Sets sell Starrett No. 176. Size A, 3/8 inch thick, 3/16 at point. Size B, 7/16 inch thick, 1/4 inch at point. Both sizes 5 inches long.

Write for Starrett Catalog No. 22 "MA" showing 2100 fine Starrett Tools. Also be sure to ask for special Supplement to this catalog just from the printer's. Contains full information on new Starrett Tools of special present interest to tool dealers.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

STARRETT TOOLS
STARRETT HACK SAWS CUT QUICKER LAST LONGER

No Need for Wet Cellars!

Just now there are splendid opportunities for you in selling the **Morrison Automatic Cellar Drainer.** This is the season when you can, by featuring this line, make a distinct appeal to your customers that will mean good business for you.

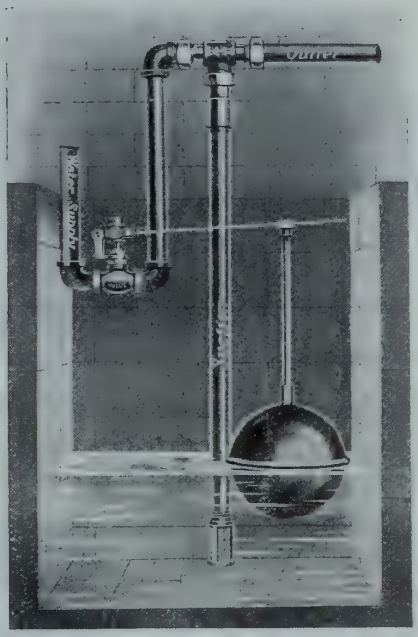
A wet cellar is a detriment to health. It is a detriment to business for wet cellars or basements are very destructive to stock.

Have you a **Morrison Cellar Drainer** in your own cellar?

It is easily installed, entirely automatic, and cannot get out of order. Will keep a cellar dry the year round.

It will pay you to investigate the sure and perfect working qualities of the **Morrison Automatic Cellar Drainer** either for your own or your customers' use.

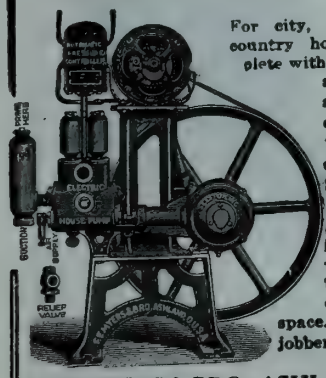
Dealers are right now making splendid profits selling them. Write for complete information.



The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto, Ont.

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

QUALITY is Our Watchword

From the time the raw material enters our mill and **Right Through** until the bars leave our shipping department it is **Handled by Experts.**

LONDON BAR IRON

is a Quality Production.

This shows final inspection before sending the bars out.

London Rolling Mill Co., Limited

London, Canada

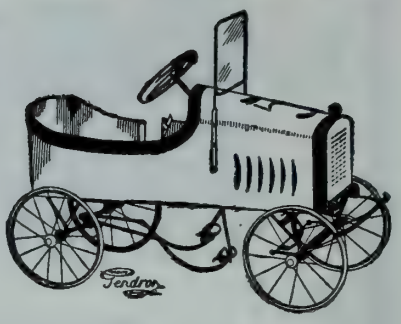
Sales Agents, Western Canada, Bissett & Webb, Winnipeg, Man

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

Bring on Your Big Jobs !

No plant need turn down orders for lack of rugged, accurate equipment if they instal

"JARDINE"

Power Hammers

There's a size and type for every job, light, heavy or exacting work — all can be handled on a "Jardine" Hammer.

Take this Canadian Giant Power Hammer for instance. It is built to stand enormous shocks. Note the great strength of the anvil block. In two sizes: Nos. 25 and 50.

Made in Canada.

"Jardine" Hammers and other tools are described in catalogue No. 18. Write for a copy.

REGISTERED J TRADE MARK

A. B. JARDINE & CO., Ltd.

HESPELER, ONTARIO

COOPER STOVE PIPE ELBOWS

(Patented)

Highly Polished.

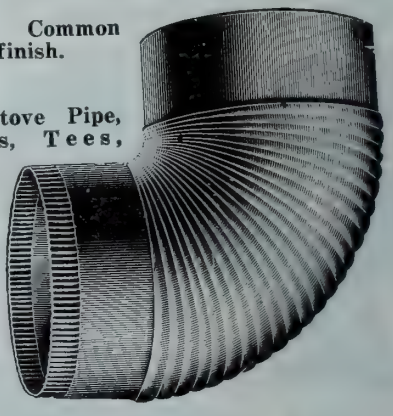
Flat Crimp—smooth, dust-proof surface.

Adjustable to a sufficient degree to fit any make of stove pipe. Clear, unobstructed passage for smoke, soot, charred particles. Will not clog. One dozen in carton.

O. H. STOVE PIPE ELBOWS

(Patented)

Corrugated crimp. Common and American blue finish.
Short bend—rigid.
One dozen in bundle.
Scheipe's Patent Stove Pipe, Radiators, Thimbles, Tees, Tapers, etc.

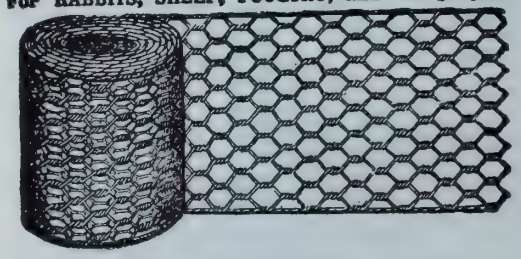


Ask us to mail you one of our new general catalogs.

E. T. Wright Co., Limited
HAMILTON, ONT.

GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

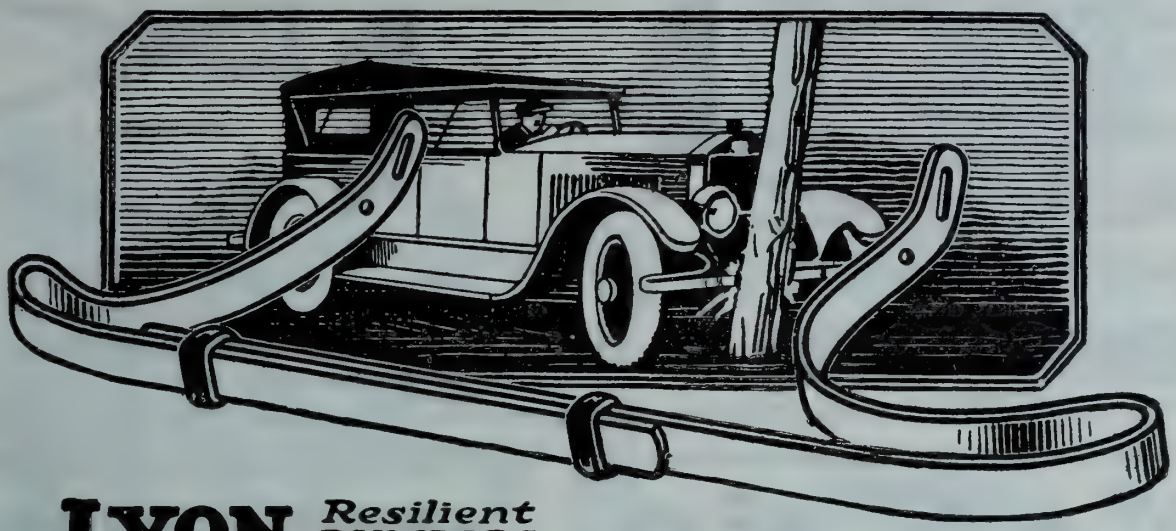
communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

If interested tear out this page and place with letters to be answered



LYON *Resilient* **BUMPERS**

are made of the finest spring steel, oil-tempered and heat-treated, and absorb the blows of collision as effectively as the springs of a car cushion the jolts and jars of rough roads. All garages and accessory dealers sell *Lyon Bumpers.*

Attached to all cars by patented hook bolts, without altering or drilling frames. Over a million in use.

Manufactured by

B.J. COGHLIN CO
Limited
MONTREAL

Quick Shipment

On All Kinds of

HANDLES

We offer you deferred or immediate shipments of Axe, Hammer, Peavy, Pick and Cant Dog Handles. These are made from the finest of clear, selected, straight-grained Second Growth Hickory, White Ash and Maple.

We assure their excellence and uniformity by exercising special precautions to have all stock split the right way of grain.

We make clean, beautifully balanced baseball bats of selected, straight-grained white ash. Write to-day for prices and details.

Darrah Bros.

Sutton, Que.

Renewed Briskness in Business

Means another department of your store that will require your closest attention.

We carry the finest range of builders' hardware procurable. We have in stock a large assortment of all kinds of door hardware, tools and other commodities that will be in demand by the building trade this year.

Birkett service has no limitations. Let us take the burden of selecting your requirements unto our own shoulders.

Write us to-day for helpful suggestions to get your share of the builders' hardware business this spring and summer.

Thos. Birkett & Son Co.,

Limited

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

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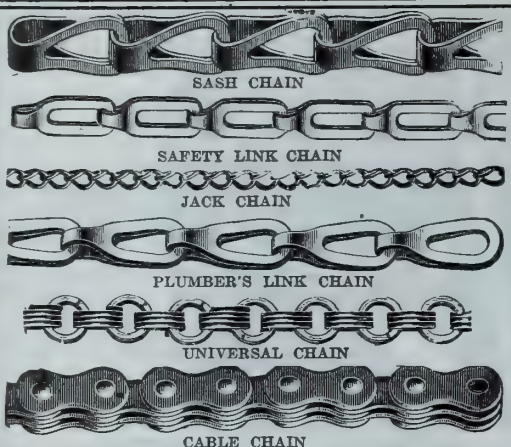
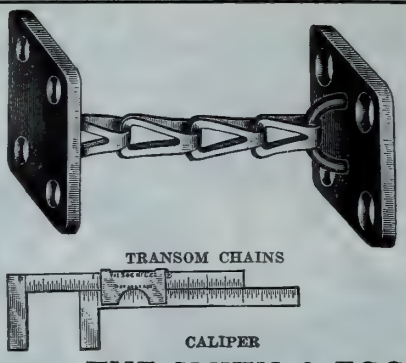
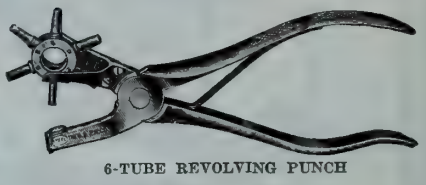






THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

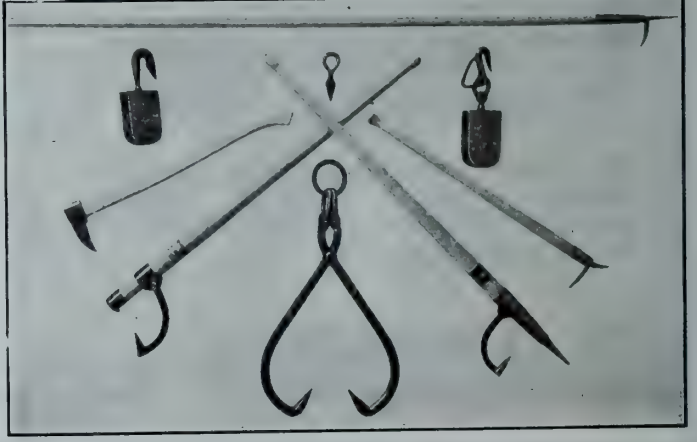
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



PREMAX HANDY 8-WRENCH SET

A BIG SELLER

This set of Premax Handy Wrenches is selling **big.**
Eight well-made, nicely finished tools, with a thousand uses. Not necessarily an accessory item, but equally useful at home, office, farm or camp.
Offered as a high-grade tool at a remarkably low cost. You'll be pleased with the quick sales.

Niagara Metal Stamping Corporation
Niagara Falls, N. Y.
Division M.

CANADIAN REPRESENTATIVES:

Western Canada:
D. A. McDONALD,
141 Bannatyne Ave.,
Winnipeg, Man.

Eastern Canada:
R. R. LABELLE,
P.O. Box 1528,
Montreal, Que.

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

TRADE **FRAIM** MARK

Selling Padlocks

We are convinced that you can sell more Padlocks and please more customers if you stock the popular numbers made by us.

No. 69, Full Size

This cut illustrates one of our most popular lines. It is made of cast brass with steel shackle, each lock being equipped with two flat, steel, nickel-plated keys.

These locks can be profitably retailed from 25 to 75 cents each, according to size and type of shackles. They come in three sizes shown below:

No.	Size	Opening of Shackle
470	1¼ in.	5/8 in.
471	1¼ in	1¾ in.
473	1⅝ in.	13/16 in.
473X	1⅝ in.	1¾ in.
473E	1⅝ in.	3⅜ in.
69	2⅛ in.	15/16 in.

Numbers 473 and 69 are made also with adjustable shackles.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Sent free upon request.

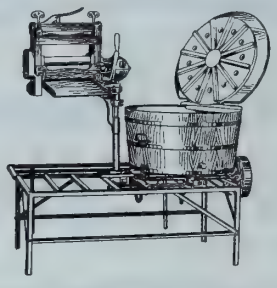
Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
Lancaster, Penna., U. S. A.

GORDON L. COHOON, 11 St. Sacrament St., Montreal
A. E. HANNA, - 218 Portage Ave., Winnipeg

A Four-Position Swing Wringer—

Among Other Strong Selling Points



LIBERTY WASHER

A Washing Machine that just suits the hardwareman and his customers. The Liberty combines simplicity with efficiency. The power wringer has an automatic release. It gives the perfect safety that inspires confidence in women customers.

The Liberty is an oscillating tub; disc-type, platform washer. Effective, reliable and easy to sell. Show one in your window with appropriate show cards demonstrating the selling points.

A. R. LUNDY

257 King St. West - Toronto

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made in Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

—Adjustable to size of washing;

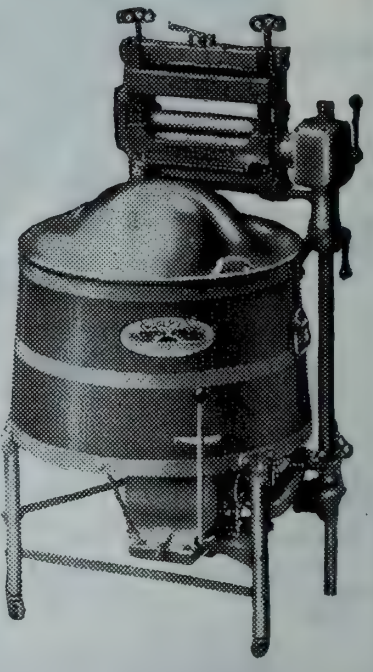
—Heavy cypress tub **holds** heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.

Attractive Folders (in color) for distribution to your customers, gladly supplied on request.



MAXWELLS LIMITED
St. Mary's, Ont.

"Kingfisher" Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co., Limited

New Glasgow, N.S.

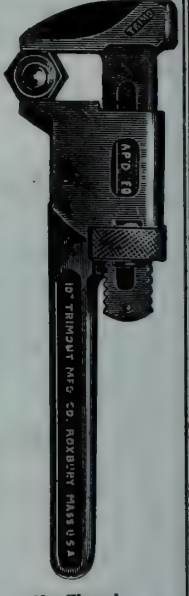
TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answered

Type No. 270

TRADE **CHICAGO** MARK

SPRING HINGES

The "Reliance"

The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring.

It is profitable to the dealer.

The "Chicago"

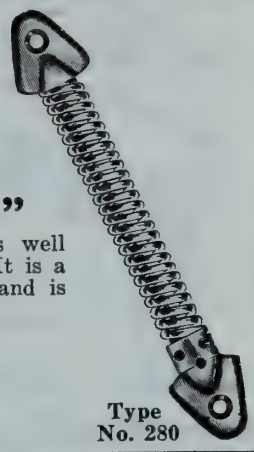
Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.

Is your stock complete?

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36



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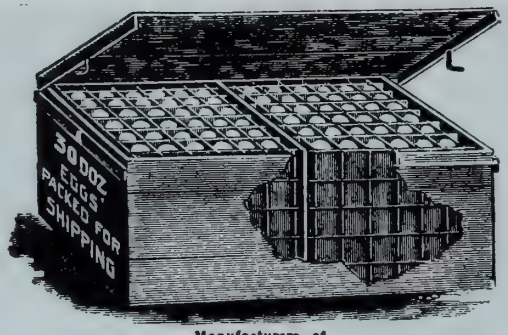

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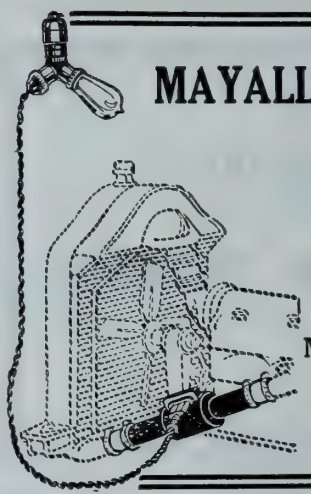

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STRATFORD, ONTARIO

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By seeing that this EXACT MARK is on each blade.

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Pump Jacks, Cylinders, etc.

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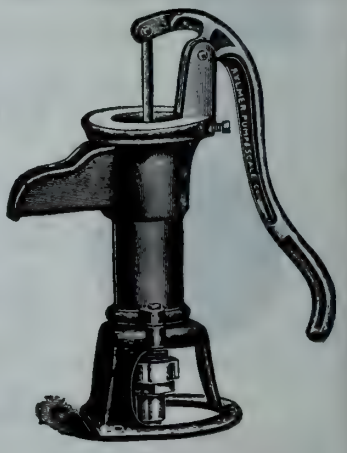

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AYLMER, ONTARIO

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

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Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
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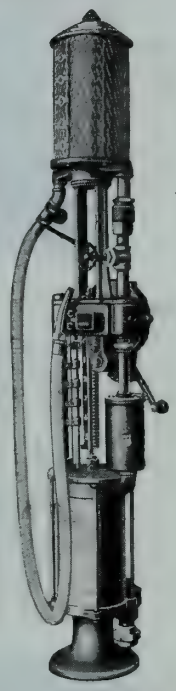
If you sell "Gas"

here is a pump that fills a long-felt want. Your customer can sit in his car and see exactly what he is buying while the liquid is measured in his full sight with the

VISIBLE CURB PUMP

(Self-Measuring)



The advantages of this method of selling "gas" will be obvious to the wide-awake dealer. People like to see what they are buying and the "Visible" does this for them.

Our double acting No. 101 Curb Pump shown here is equipped with visible attachments. It is Imperial Measurement and rigidly tested and inspected. Can be fitted with electric light fixture if desired. Outfit is complete with filter, hose and nozzle, foot valve, filler pipe and locking cap and tank.

Every day you delay installing one of these Visible Pumps you are losing business. Send for further particulars and price lists today.

Sold through the Jobbers.

Montreal Office:
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Tweed - Ont.

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Manufactured by

THE AERO MFG. CO., LIMITED

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Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

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SOLID TOOTH INSERTED TOOTH

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades

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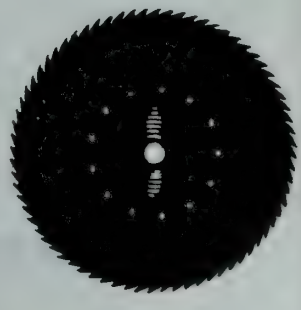
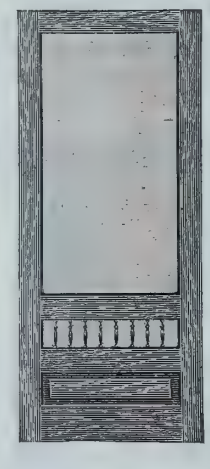


Shingle Saw

La Manufacture de Scies de Levis

LEVIS QUEBEC CANADA



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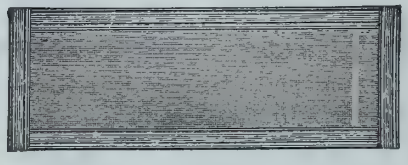
SCREEN DOORS

WINDOW SCREENS

and REFRIGERATORS

Every dwelling, office, store or shop will want screen doors and windows now that old King Sol has warmed 'em up and they are beginning to buzz a bit. All live Hardware men will be ready with a good stock of Brantford Screen Doors and Window Screens—the complete line of quality goods.



The old reliable Ham Bros. Co., Brantford, make the most complete line of these goods produced by any one factory in the world. Screen Doors, Combination Screen and Storm Doors, Outside Casing Doors, Adjustable Window Screens, Flush Outside Screens. Everything for every need.

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More Brantford Refrigerators in use in Canada than all other makes combined. There's a reason.

You can't buy a better refrigerator than a "Brantford." There's nothing better made.

Guaranteed to do everything a refrigerator should do. Best of food preservers, lowest temperature, more provision chamber space. Most economical ice users. Over 30 different sizes and styles to select from. Seamless one-piece porcelain lined, White Enamel Lined, Galvanized Lined. The most complete line.

HAM BROTHERS COMPANY LIMITED

BRANTFORD, CANADA

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV APRIL 15, 1922 No. 15

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, APRIL 15, 1922. No. 15

Retail Trade Now Put to the Test

THERE are at the present time probably more important subjects before the retail hardware trade than at any time in the past. We have come to the stage in the general plan of readjustment when many problems are arising on which there exists a wide range of sentiment and opinion. An intelligent solution of these problems is necessary if the retailer is to successfully guide the destinies of his business. Many of these problems are dealt with in this issue and others will be dealt with in the forthcoming weekly issues of Hardware and Metal. Following is a brief outline of some of these articles in this issue:

"Retailers Lose Heavily on Freight Overcharges"

Due to a lack of efficient checking facilities and a tendency among freight clerks to pass mixed shipments through at the rate represented by the highest class of merchandise in the shipment, retail hardware and other merchants have been heavy losers. In view of the important influence of freight charges upon the cost of doing business retailers should assist in the plan suggested in this article for eliminating freight overcharges.

"Sale of German Hardware in Canada"

Labor organizations in Canada are spreading prapaganda against the retailer of certain hardware lines who is said to have shown a reversal of policy in that he now pushes German goods whereas he formerly expressed strong sentiment against the product of that country. Retailers and wholesalers express many interesting ideas on this subject in this article.

"Anti-Combine Legislation in Ontario"

Full details of a new Bill which is expected to become operative on July 1 governing price fixing, combines, etc., are outlined, along with some rulings specially provided Hardware and Metal by those who framed the Bill. This legislation will make illegal the fixing of resale prices.

"Interesting Doings at the Capital"

The Parliamentary correspondent of Hardware and Metal commences a series of articles which will appear in each issue on doings in Parliament of interest to the trade and which are not otherwise dealt with in detail. Some interesting points concerning the working of the drawback of certain customs duties, and concerning taxation on travelers, etc., are outlined this week.

"Broadening The Range of Auto Accessory Trade"
"April Fool Novelty Stimulated Sale of Hardware"
"Montreal Board of Trade Celebrates 100th Anniversary"
"Planning an Annual Spring Clean-Up Campaign"

These are titles of some of the other articles in the issue and which combine to make an issue which is so full of valuable information for retail hardware merchants as to justify a close reading.

Retailers Losing Thousands of Dollars Annually Through Overcharges on Freight

Injustice to Retail Merchants in Overcharging on Freight Shipments Due to Lack of Checking Facilities and Tendency Among Billing Clerks to Pass Through Whole Shipment in Highest Classification—Manufacturer Adopts New Bill of Lading Making Classification of Shipments

EDITOR'S NOTE:—Owing to lack of facilities for checking the classifications on Bills of Lading covering freight shipments, and also partly due to the tendency among freight billing clerks to neglect to put the various articles comprising a shipment in their various classifications, retail hardware merchants have for years past paid a great deal more in freight than was necessary. This matter has been taken up by trade associations and individual retailers have endeavored to correct this evil by endeavors to secure freight tariffs, but no general effort has been made to establish a fair policy which would give the necessary protection until now when one prominent manufacturer, realizing the losses being sustained by its retail hardware customers, has adopted a new Bill of Lading on which shipments are tabulated according to their classification and the rate applying to each grade. On a shipment of 700,000 lbs. of local freight annually the loss to retail hardware customers of one manufacturer in the Province of Ontario alone would amount to approximately $6,000 annually. The total loss to retailers throughout Canada, buying from a large number of manufacturers would be astounding. With retailers making every endeavor to lower overhead costs, this unnecessary leakage of revenue in connection with freight is important. Read of steps being taken to secure proper protection for retailers against these freight overcharges.

* * * *

"SPECIAL NOTICE:—SHIPPING BILLS MUST ACCOMPANY ALL INVOICES AND SHOW IN CLASS OR RATE COLUMN THE FREIGHT CLASSIFICATION UNDER WHICH EACH PIECE IS SHIPPED."

THE AVOVE stamp appearing on all orders being placed by J. R. Myers & Sons, of Stratford, Ont., is one of the first indications of real activity on the part of retail hardware merchants to secure classification of freight rates on hardware goods.

The question of overcharges on freight is one which has been discussed for many years at trade conventions and informally by retailers, but little or no definite action has ever been taken for eliminating this evil which is costing the retail hardware merchants as well as merchants in other lines of business, many thousands of dollars annually in the form of over-charges.

Where Difficulty Has Been.

One of the reasons for tolerating this, is the difficulty which merchants have had in checking up the proper classifications on the many lines of goods which they receive. In some cases where this has been tried out refunds running into many hundreds of dollars have been secured from the railways. Unfortunately however only a very small number of merchants have ever followed out any definite plan in connection with securing of refunds on overcharges on their freight shipments. It has always been felt that manufacturers and wholesalers of varied lines could greatly assist if they worked out some plan whereby their goods would be billed out at the proper rate and under the correct classification.

In an effort to find out what could be done or what has been accomplished in order to remedy the evil, HARDWARE and METAL has found dozens of manufacturers and many wholesalers who agree that this evil evidently exists, but they have not formed any definite plan for the elimination of it.

In the case of a manufacturer making only one or two lines on which classification is well known the problem is a simple one, but a great many manufacturers who supply the hardware trade make a wide range of goods which would come under, if properly billed, a great many classifications.

In view of the fact that J. R. Myers & Sons of Stratford have recently started to request the correct classification on each order placed by them, HARDWARE and METAL got in touch with Harry Myers of that company with a view to finding out how many manufacturers or wholesalers were supplying the retailers with a classification which would prove satisfactory to the retailers and enable them to check up their freight payments closely. Mr. Myers stated that while some of the plumbing supply houses had followed out this plan, the Sheet Metal Products Co., of Canada, Limited, Toronto, were the only large firm which he could recall who had adopted a new bill of lading which would enable the retailer to check up his freight payments.

A New Bill of Lading.

Inquiry by HARDWARE and METAL at the latter company brought forth the information that they had just adopted a new form of Straight Bill of Lading in which they had classified all of their goods, dividing them into thirty classifications.

Believing that the question is one of very great importance to manufacturers, wholesalers and retailers and one which if properly worked out will save many thousands of dollars annually for the readers of HARDWARE and METAL, complete information will be given in this article regarding the new Bill of Lading and the manner in which it is working out. While it is quite obvious that the Bill of Lading adopted by the Sheet Metal Products Company, would, owing to the nature of the goods, require a large list of classifications, the idea behind the plan is one which could no doubt, be followed out by many other companies and would enable retailers to check up their classifications and the charges made by the railways.

Mr. Myers stated to HARDWARE and METAL that the Sheet Metal Products Company Bill of Lading enables them to check up promptly and quickly all freight charges on an exceedingly wide range of goods. This was impossible under the previous plan owing to the fact that there was no

way of classifying the goods and the retailer had to pay pretty much what was charged by the railways with little chance of redress.

Paying Excessive Rates.

The officials of the Sheet Metal Products Company stated that from a careful scrutiny of receipts of expense bills which they had secured from their customers, they had formed the opinion that the retail hardware men are often compelled to pay very extravagant freight rates on their shipments of goods

The company therefore attempted to design a new shipping bill covering as comprehensively as possible the principal lines manufactured by the company. The new shipping bill which is reproduced in this article, shows that it is necessary to weigh each class of goods and put the weight on the Bill of Lading opposite the description of the article in the space indicated for the weight. In the next column it will be noticed that there is printed the class in the freight classificaion under which the commodity is authorized to move.

If therefore a customer feels that he has been overcharged, all that is necessary for him to do is to ask his local freight agent to inform him the rate from the point of shipment, applying to classification from 1 to 4 and he can then assure himself as to the accuracy of the freight bill and if an overcharge exists he can demand immediately a refund from his local agent.

According to this company the refund can be made from the local agent, thus eliminating the usual long delays which exists in making claims for refunds on freight charges. It is claimed that with this new form of shipping bill long delays would be avoided when a refund has been claimed.

One of the leading wholesalers when interviewed on the subject stated that his company had not taken up the subject of classification, but in his opinion the idea was one which could also be followed out to a great extent by wholesale hardware firms as well as by the manufacturers, and in his opinion there did not appear to be any great reason why this new plan could not be adopted by many manufacturers and wholesalers. In the opinion of this wholesaler the retailers are undoubtedly paying many thousands of dollars more than they should pay in freight charges, owing to wrong classification and owing to being charged the first class rate on many lines which should really go under third or fourth class. It would be almost impossible to figure out the total of the amount of over-payment made by the hardware trade throughout Canada in the course of a year, but a calculation based on 700,000 lbs. of local freight was worked out on a number of prominent hardware lines taking first, second, third and fourth class rates. If all of this freight had been charged at first class rates instead of the proper classification rates, the difference would amount to almost $6,000 per year. There are several manufacturers whose local shipments to the hardware merchants of Ontario would amount to this tonnage in a year. In other words mistakes on the part of billing clerks combined with lack of checking on the part of hardware merchants, could easily run into losses that would be astounding if the correct totals could be arrived at.

Aiding High Overhead Costs.

If this estimate is correct and represents only the figure for one province, on the product of one manufacturer, the total for the entire Dominion covering the hardware trade in its many branches, would undoubtedly run into amazing figures which, if they could be ascertained, would perhaps explain one of the reasons for the exceedingly high cost of doing business

Manufacturers and speakers at conventions for some time past, have been stating that the higher freight rates are one of the greatest obstacles to business at the present time. Add to the high freight rates, the overcharges which are being made through the hardware trade either through undue haste on the part of billing clerks or through an effort to put through as many shipments as possible at the first class rate, and there is an obstacle which is indeed a huge one to overcome.

How many retailers know that galvanized water pails take third class

(Continued on P. 45)

For use in connection with the Form of Straight Bill of Lading approved by the Board of Railway Commissioners for Canada by Order No. 7562 of 15th July, 1909

RAILWAY COMPANY
STEAMBOAT LINE

THIS MEMORANDUM is an acknowledgment that a bill of lading has been issued and is not the Original Bill of Lading, nor a copy or duplicate, covering the property named herein, and is intended solely for filing or record.

Shipper 's No.

Agent's No.

RECEIVED, subject to the classifications and tariffs in effect on the date of the receipt by the carrier of the property described in the Original Bill of Lading.

at TORONTO, Canada, 192 From The Sheet Metal Products Co., OF CANADA LIMITED

the goods described below, in apparent good order, except as noted (contents and condition of contents of packages unknown) marked, consigned and destined as indicated below, which said Company agrees to carry to its usual place of delivery at said destination, if on its road, otherwise to deliver to another carrier on the route to said destination. It is mutually agreed, as to each carrier of all or any of said goods over all or any portion of said route to destination, and as to each party at any time interested in all or any of said goods, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written herein contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns.

To

The Rate of Freight from *is in Cents per 100 Lbs*

If Special Per												
If.....Times 1st	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class	If....Class

(Mail Address Not for purposes of Delivery.)

Consigned to

Destination Province or State of County of

Route Car Initial Car No.

NO PKGS	DESCRIPTION OF ARTICLES AND SPECIAL MARKS	Weight Subject to Correction	Class or Rate	Check Column	NO PKGS.	DESCRIPTION OF ARTICLES AND SPECIAL MARKS	Weight Subject to Correction	Class or Rate	Check Column
	Boxes Aluminum Ware		1			Lanterns		1	
	Boxes Enamelware		1			Boxes Canada Plates		4	
	Boxes Enamelware nested		2			Boxes Tin Plates		4	
	Boxes Tinware		1			Boxes Solder		3	
	Boxes Tinware nested		2			Iron		3	
	Crates Tinware		1			B'dles Galv. Pails nested		3	
	Crates Tinware nested		2			B'dles Tubs nested		3	
	Crates Stamped Ware nested solid		3			B'dles tin Pails nested solid		3	
	Crates Copper Kettles		2			B'dles Eave Trough nested		2	
	Crates Stove Pipe nested solid		3			B'dles Coal Hods nested		2	
	Crates Oil Tanks		1½			B'dles Cond. pipe		1½	
	Crates Stove Boards		2			B'dles Elbows		1	
	Cartons		1			Milk Cans		1½	
	Crates Stoves, Heaters under 100 lbs. each		2			Garbage Cans		1½	
	Crates Wash Boards		2			Cris Garbage Cans Nested		3	
	All Cartons comply with Rule 14 (L) of Canadian Classification								

If charges are to be prepaid write or stamp here, "To be Prepaid."

Received $ to apply in prepayment of the charges on the property described hereon.

Agent or Cashier.

(This signature here acknowledges receipt of prepaid.)

Charges Advanced:

$

THE SHEET METAL PRODUCTS CO., OF CANADA LIMITED Shippers Agent

01026

Per Per

Bill of Lading specially prepared by Sheet Metal Products Co., Toronto, showing columns for description of articles, weight, class or rate and checking. The classification as freight of the various products of this firm is printed opposite these articles on the bill, and the company's shipper enters the weight of the various articles in each shipment so as to protect the purchaser against overcharges by wrong classifications.

Sale Of German Hardware In Canada

Labor Unions Charge that Retailers of Hardware Lines in Canada Have Shown Big Reversal of Sentiment by now Pushing German Lines—Retailers Opine that it is up to the Government to Stop Importation if German Goods are not Wanted in Canada.

EDITOR'S NOTE:—In view of recent charges that have been made by labor organizations that merchants handling various lines in Canada have shown a reversal of policy in that they are now supporting and pushing German made merchandise whereas during the war and immediately thereafter they expressed strong sentiment against such goods, Hardware and Metal has made an extensive enquiry among retail and wholesale hardware merchants for the purpose of showing exactly what condition exists. A number of statements made to Hardware and Metal in interviews and in communications are outlined fully herewith from which readers can secure a knowledge of the attitude of others in the trade in regard to this line of merchandise. These letters are on file in Hardware and Metal office, signatures omitted in publishing them, by request.

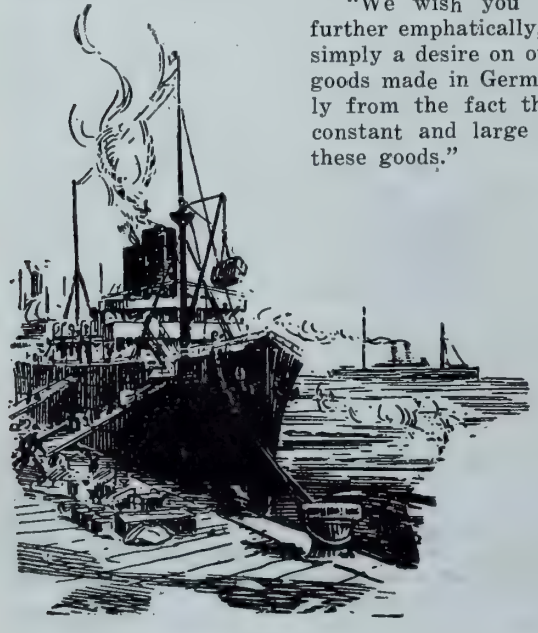
A WINNIPEG retailer gives the following opinion on this subject:—

We handled last year and this at Christmas time, fairly large quantities of German-made toys and for the last few months have had razors, pocket knives, scissors and other lines of cutlery of German manufacture. We carry these goods simply because, ever since they have been off the market there has been a demand for them, and while we would like very much to get along without handling these goods entirely, it seems impossible so far as our knowledge goes to secure goods of equal quality where prices are anyway near equal. We have customers come here who, when they see that the goods are made in Germany, will not buy. The percentage is very small however and we believe that the labor man is probably the biggest buyer of German-made goods of any customers we have.

Take Up With Other Countries.

"We might state further that we have had up with the French Government official and the British Trade Commission here two facts of the goods not being finished as supplied by these two countries, and also the fact that the prices are much higher. We believe that both governments are working on the problem and possibly in the course of time they will have improved quality and reduced prices which will make it possible for the placing of business with them rather than with Germany.

"We wish you to understand further emphatically, that it is not simply a desire on our part to buy goods made in Germany, but purely from the fact that there is a constant and large demand for these goods."



A Maritime retailer states, "Referring to hardware of German manufacture, and the attitude of the retail hardware merchant in pushing the sale of German-made goods as outlined in a cartoon published in the Labor Leader, it would seem that this publication has missed the mark, or has allowed imagination to take the place of realities.

"It is certainly a little premature in depicting the retail hardware merchant as pushing German made goods, considering that Germany is not yet in a position to place goods in Canada at a competitive price, and also because of the fact that the amount of German made goods in Canada is somewhat limited.

"From the writer's personal experience, the average consumer of hardware seldom considers the country of origin when purchasing, being controlled by the price or quality, as the case may be. The 'Labor Leader's' artist must have used considerable imagination. So far as Eastern Canada is concerned, there are very little German-made goods for sale, even in the department stores. The present prices are considerably too high to interfere with home made goods. The average labor man buys in an open market, and considers that his merchant has the same privilege."

Up to the Government

A large Western Ontario retailer states:—"We have purchased since the war $98.00 worth of Boker goods, being penknives and small shelf hardware lines. We find the price away down and that the public welcome the return of Boker merchandise again. Let me add here, that a great many people do not realize that Boker is German-made goods. They buy same because it is good value at a low price. I feel sure that you will find that those who talk loudest buy most. We take the stand that as long as the Government sees fit to allow German goods to enter Canada we should sell them to those who will buy and that it is for the consumer to say no.

"Department stores are not hesitating in buying. Four department stores last December sold German toys. One store did not, but advertised each night in big head lines their loyalty to the returned man and no German toys for sale here. When Christmas was over, the four stores with the German goods sold out and this one did not. It acted like a boomerang, or, in other words, every knock is a boost."

Don't Want to Continue the War

The buyer of one of Eastern Canada's largest hardware wholesalers states:—"The discussion of buying German-made goods opens up a big and important question needing thoughtful and careful consideration before any buyer forms an opinion or takes a stand as to what is the correct and proper attitude to assume. The war is now over, and to place a ban on German-made goods would seem like making an attempt to continue the war, or to seek for revenge in the mercantile world.

"Germany cannot pay her war indemnities unless she can sell her goods, and her goods cannot be consumed within her borders, so where will the allies secure their re-imbursements if they place a ban on her products? We may have our personal feelings on the matter, but if we allow them to predominate in this case, they may reflect back to our own disadvantage. If a buyer were to allow himself to be governed by personal feelings when buying stock, he would not buy from any traveller whose personality did not appeal to him. From a business standpoint I would say; all things being equal, buy Canadian, English or American made goods, but, when in the open market, if German made goods are offered

at competitive prices, which at the present time they are not, no business house can afford to allow sentiment to override judgment. The public is ever clamouring for low prices, and if the merchant has to buy from foreign markets in order to get these demanded lower prices in order to satisfy the demands of the public, the fault, if there is any, would seem to lie at our own doors."

He went on to say that he had every sympathy with the "Made-in-Canada" movement, and felt that it was good business to buy as much "Made-in-Canada" hardware as possible from a business standpoint, but considered it to be very inconsistent for a Canadian manufacturer to fix his prices so that they broke even with the landed costs of American manufactured goods. The Canadian manufacturer could only look for the same amount of co-operation from the buyers as he himself offers.

Only Specialty Lines Selling

A Montreal manufacturers' agent who specializes in German goods of all kinds states that while progress is slow, their sales are quite satisfactory, and he thinks they will continue to make headway. Dealing with the hardware lines that they specialize in he stated that up to the present the sellers were along specialty lines, and drew attention to a fence plier. This article retailed previous to the war at 50c, and they were now able to sell it to retail at 75c. Another line that was selling fairly well is scissors. These, however, they put out under their own brand name, and being in a position to sell at considerably less than U. S. lines, the success had been quite considerable. During a recent trip throughout the Western Provinces, there had been only one house who had refused to look at their samples.

Taking up the question of German goods with Montreal hardware wholesalers, it was found that only certain special lines were selling at present. This was the case in most houses, while one jobber stated that he absolutely refused to stock German goods and only recently refused to let a salesman, selling these lines, open his samples.

The attention of Hardware and Metal was drawn to such an item as dairy thermometers. These have been bought in recent years from the United States at approximately $6.00 a dozen, and the resale has been limited, no doubt owing to the high cost of these articles. They were now offered by German importers at $15.00 per gross, approximately pre-war prices, and owing to the large sale of these in pre-war years they were now being bought. Another item was fence-pliers. Up until 1914 the retailer was able to sell his farmer customer a plier at 50 cents, made by a German manufacturer. During the war, and up to the present, Canadian and American manufacturers were marketing pliers, the cheapest of which could not be sold for less than $1.00 and $1.25. This was a very stable article, and could be found in almost every hardware store throughout the country, and now that they could be replaced at the lower figure, there was considerable sale for them. It was pointed out, however, that the orders for these were not given to the German importer until every consideration was given Canadian manufacturers, who just recently came to them and told them candidly that they could not meet the price, or anything like it.

To sum up the situation, insofar as Montreal wholesalers are concerned, it would seem that while there is a great deal of reluctance, they are forced into the German market.

Not a Single German Article

"We have not, to my knowledge, one single German article on our shelves," said a Montreal retailer. "At the present time I can see no reason why we should foster German industries. We have our home industries, we have the English and American markets, and between them we are able to purchase satisfactorily for our trade here. And we are not losing custom."

In continuing he stated that there were certain lines that Germany specialized in, and previous to the war these were big sellers throughout the Canadian hardware trade, but up to the present there was no call for these, at least not in his store. It has taken the past five or six years to re-establish their trade along these lines, and now the public have been educated, and sold on Canadian, American and English goods. Why then make another alteration unless it was absolutely necessary? Just recently a case had come to their attention, and while the sale was lost, the instance was almost encouraging. A customer had written in for one dozen oyster knives and not having them in stock, they were purchased elsewhere. These were sent out to the customer without even opening the package, but the next day they were returned with a note enclosed, "When we want German goods, we will ask for them."

Although the time would undoubtedly come when hardware merchants would be again on the German market for some of their lines, there was certainly no indication of any necessity for this at the present time.

Has Purchased German Cutlery

Another Montreal retailer stated that while he always welcomed busi-

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"Remember the Lusitania!"

And Buy, Stock, and Sell Goods that are Made in Canada

Cartoon from "Labor Leader" of Toronto, a publication controlled by the Labor interests. Such cartoons and editorials along similar lines in that paper serve as propaganda aimed at the retailer who sells German-made products.

To Stop the Fixing of Resale Prices

New Anti-Combine Bill Introduced in Ontario Legislature to Come Into Effect on July 1 Would Make Illegal Any Agreement for Fixing of Resale Price—Will Provide Protection for Farmers' Co-operative Organizations

A BILL in relation to the fixing of prices were introduced into the Ontario Legislature by Hon. W. E. Raney, Attorney-General of Ontario, and was given its first reading. This bill provides that every agreement entered into between manufacturer, wholesaler or retailer, with the object of establishing or maintaining any set or fixed retail price which may later become a fixed or common price is declared unlawful.

It will make null and void any agreement entered into by any person engaged in trade, commerce or manufacture in Ontario with any other person which has a condition of purchase of any article that such other person—

(a) shall not sell or lease such article, except at or upon or at less than any stated, fixed or common price, or price which may become later fixed or common.

(b) Shall receive or be or become entitled to any bonus, discount, rebate, reduction in price, prize, right or privilege or any concession or reward whatsoever by reason of such other person undertaking to resell or having resold such article at any stated, fixed or common price which may later become stated, fixed or common.

(c) Shall pay or be subject to or be or become liable for any penalty, increased cost, loss, expense, deduction, disadvantage or disability whatsoever by reason of such other person not undertaking to resell or not having resold such article at any stated, fixed or common price—is declared to be unlawful.

Mr. Roebuck Explains Act

A. W. Roebuck, who conducted the case for the Board of Commerce in the trial of the Board of Commerce versus the Manufacturers and Wholesalers in regard to combines and price maintenance at Hamilton in 1920 and also for the Attorney-General's Department in the case of the Attorney-General of Ontario versus the Canadian Wholesale Grocers' Association and certain manufacturers held in Toronto in 1921, in an interview with a representative of Hardware and Metal, stated that "this bill does not prevent manufacturers from agreeing among themselves upon a price at which their goods should be sold, but it would prevent any agreement between manufacturers and wholesalers and wholesalers and retailers in regards to a fixed price on any article after that article has left the ownership of the manufacturer."

Mr. Roebuck pointed out that although manufacturers were not prevented from agreeing upon a fixed price among themselves, this bill did not permit them to do so unless it was lawful and at the present time, the law in this regard is not definite as Mr. Justice Orde has not yet given his judgment in the case of the Attorney-General's department versus the Wholesale Grocers' Association which has been standing since a year ago, and upon which this question hinges.

Public Has Right of Competition

Mr. Roebuck maintains that the public has the right of competition in all articles after manufacturers have parted with the ownership of the same, and that the manufacturers have no right to enter other lines of business, which they are doing when they compel a wholesaler and retailer to make a contract or agreement that they will sell their goods at a stated price or failing to do that, the wholesaler and retailer are penalized to the extent that they will no longer be permitted to sell those goods.

The bill provides for damages and penalties, Mr. Roebuck pointed out. Any person entering such an agreement whether within or without Ontario is liable to any person not a party of it, who is injured thereby, for three-fold the damages suffered, and an action for recovery of such damages may be entered in any court of competent jurisdiction, notwithstanding that the amount recovered may be within the competency of an inferior court.

Money owed as a result of any such agreements or transactions in consequence thereof is to be forfeited to the Crown.

In regards to a wholesaler or retailer buying goods from a manufacturer situated in another province, and who sells his goods on the price maintenance basis, Mr. Roebuck remarked, that such transactions become unlawful and that the manufacturer could not collect his money in any court in Ontario but that such money would be paid into the court and become the property of the Crown.

Thinks Manufacturers Have Right

W. C. Miller, provincial secretary of the Retail Merchants' Association in an interview with Hardware and Metal on the bill recently introduced by Hon. W. E. Raney which provides that manufacturers and others will be prohibited from naming a re-sale price on their products, declared that every manufacturer had a perfect right to name a price at which his goods should reach the consumer, providing of course, that the price was not exorbitant. Mr. Miller pointed out that if manufacturers were not permitted to set the re-sale price on their products it would mean that every price cutter would be able to take a well known advertised brand, upon which a manufacturer had spent a great deal of money to build up a big sale through quality and advertising, and use that line as a bait by cutting the price below the wholesale cost. "This would mean that the retailer who was getting a legitimate profit on that line would have to sell at a loss or eliminate that line from his stock entirely," said Mr. Miller. "There is no one better able to judge what is the true value of an article than the manufacturer and by putting a re sale price on his article he not only eliminates price cutters from using that line as a bait but assists the retailer in getting a fair profit."

RETAILERS PROTEST AGAINST COMBINE BILL

The Dominion Board, Retail Merchants' Association of Canada, is up in arms over Attorney General Raney's anti-combine bill, and is preparing to fight the measure to a bitter end. Discussing the matter with Hardware and Metal, E. M. Trowern, secretary of the board said: "When Attorney General Raney announced that he had introduced legislation to prevent the manufacturers from placing re-sale prices on their goods to the wholesale and retail trade, great excitement prevailed among the leading retail merchants of Ontario.

"As a result we wired the provincial office in Toronto to arrange an appointment with Mr. Raney, when delegates from all parts of Ontario, as well as the officers of the Dominion Board will be present to point out the great injustice a measure of that sort would be to commerce. The retail merchants of this country are strongly opposed to combines which are for the purpose of injuring the public, and if any such exist they should be put out of business immediately. But to put a rope around the neck of every little retail merchant, manufacturer and wholesaler in Ontario, simply because some person not acquainted with commerce may think a combine exists, is both unjust and foolish.

"If the proposed measure is of the character contemplated, it will be opposed with all the force the retail merchants of Ontario and the Dominion Board can bring to bear on it."

Sell Canadian Products Cheaper In U.S.

Debate in Parliament Concerning Drawback on Duties Shows That Iron and Steel Products Manufactured in Canada for Which Raw Material Was Imported Can be Sold Cheaper in U. S. Than in Canada

THE following excerpt from Hansard, the verbatim report of proceedings in the House of Commons, Ottawa, deals with a peculiar situation concerning the drawback of duties on certain products whereby Canadian manufacturers of certain products are enabled to sell their products cheaper in the United States than in Canada.

MR. KENNEDY (Glengarry): A little further down the list I notice a supervisor of refund claims and further on four checkers. Will the minister explain just what are the duties of supervisor of refund claims?

Mr. BUREAU: Those are refunds of overpaid duties. All those claims for refunds, after they have passed through the hands of customs officer at the port, come to the department, and they have to be checked and controlled. This supervisor certifies all claims that are made and the moneys paid back for refunds.

Mr. KENNEDY (Glengarry): Do I understand that those are corrections that have been made by officers of the department? In other words, are they mistakes that must be corrected?

Mr. BUREAU: Yes, very often a man will import some goods, and they turn out to be not according to the order. In that case, if, within the time allowed by law, he returns the goods, he is entitled to a refund, because he does not use them. There may be errors in the invoice or in the appraisal. Sometimes, machinery that comes to this country does not suit the purpose for which it was ordered. It is returned, and it would not be fair to keep the money collected as duty upon such goods. We refund the money to the importers. I understand that the money saved pays the salary of the officer in charge, and the staff as well, ten times over.

Mr. BROWN: Does the refund include the moneys that are paid back to certain manufacturers when goods are exported?

Mr. BUREAU: The manufacturer are given a drawback of 99 per cent. of the duty on raw materials entering into the manufacture of goods that they export.

Mr. EVANS: The minister says that the important thing is to collect the revenue. I would suggest that the really important thing is to retain the revenue, and not pay some $15,000,000 back to the manufacturers in the form of a drawback. What percentage of the duty is paid in the shape of drawback, and on what articles?

Mr. BUREAU: It would be difficult to answer that question in detail offhand.

Mr. EVANS: Does the minister think that it is good business to pay $10,000 for handling $15,000,000 in the way of drawback? My hon. friends to the right contend that we should have a tariff in order to get the revenue. Well, is it a sane policy to pay $15,000,000 in the form of a drawback on raw material when our own natural resources are undeveloped?

Mr. BUREAU: A rebate of 99 per cent. on the duty on raw materials entering into the manufacture of articles that are exported is allowed. The manufacturing of these goods provides labour in Canada, and we desire to encourage our export trade. We lose nothing. We did not have the raw material, but we had the benefit of the labour, and we keep one per cent. of the duty to pay expenses.

Mr. BROWN: I would ask the question put by the ex-Minister of Finance so persistently in the Tariff Commission: Where do you get your revenue?

Mr. BUREAU: We get it from the articles that are imported and remain in Canada for consumption. We get our revenue from the excise and income taxes and the sales tax. That is where we get our revenue; but we want to encourage Canadian industry.

Sir HENRY DRAYTON: Hear, hear.

Mr. BUREAU: If foreign material is required for the manufacture of goods in Canada we tell the manufacturer to bring in that material and pay the duty, and when he exports the goods we will fund 99 per cent., keeping one per cent. for the trouble of putting through the entry.

Mr. CREARER: I want to draw a point to the attention of the minister and also to the notice of my hon. friends to the right who appear to be getting a great deal of satisfaction out of his remarks. We import steel and iron from the United States for the manufacture of agricultural implements. On that material we pay a duty. **The Canadian manufacturer makes the implements and if he sells them in Canada the cost to the Canadian consumer is increased by the extent of that duty. I think my hon. friend will agree in that statement. If, however, the manufacturer exports those implements to the United States he gets a drawback on the duty.** So that the actual fact of the matter is that our Canadian manufacturers are thereby enabled to supply the American farmer with Canadian implements cheaper than the Canadian farmer can obtain them in Canada. Does the minister think that is a desirable policy?

Mr. BUREAU: Rolled steel and pig iron when used in the manufacture of mowing machines, reapers, harvesters, binders, and attachments for binders get a drawback of 99 per cent. The American does not enjoy the advantage of making the implements, and I do not think that Canadian implements, by reason of the drawback, sell cheaper in the United States than in Canada.

Sir HENRY DRAYTON: Hear, hear.

Mr. BUREAU: I am glad to have even one solitary voice in support of my remarks. My hon. friend says that these implements would be cheaper in the United States than in Canada. I am not able to go into that question now, because I do not know the price of agricultural implements in the United States, but it has been the practice to pay this drawback and it is intended to encourage manufacturing on this side of the line. If you have to import raw material it is only fair that when you do not consume the finished product here you should get a rebate upon it. We do not lose anything because our workmen are employed.

Mr. EVANS: What are the chief articles on which this drawback is paid?

Mr. BUREAU: There are various kinds of raw material on which the drawback is paid, but I cannot name them offhand. If the hon. member will put a question on the Order Paper I will see that he gets the information.

Mr. HALBERT: Does the minister think that one per cent. pays the full expense in connection with this matter?

Mr. BUREAU: I am not informed.

Mr. HALBERT: I was thinking that if it did, and you could run the whole department as cheaply as that, you could save money.

Mr. KENNEDY (Glengarry): Is it not a fact that a drawback is paid on the duty on raw materials that go into the manufacture of implements sold in Canada?

Mr. BUREAU: In the Customs Tariff Act, at page 96, under the heading "Goods subject to drawback for home consumption" in article No. 1002, there is a list of articles on which a drawback is given.

Mr. MEIGHEN: That provision was made at the time of the last reduction in duties on these articles. Is it not a fact that by means of the rebate or drawback as it is called on the raw material, the export trade thus developed adds to the scale of production that it brings down the cost of the manufactured article in the home country?

Some hon. MEMBERS: No.

Mr. EVANS: Why is it that we do not use our raw materials in the manufacture of these goods? Since we are told that we should develop our natural resources, why do we import such raw material as iron and steel and other things that enter into the manufacture of implements to-day when our own forests and mines abound in these things and 50,000 men are idle at home? Is this the policy that we are going to maintain as a national policy?

Travelers Protest New Tax Regulation

Delegation Voices Strong Protest Against Provision for Adding to Travelers' Income for Taxation, One Dollar for Every Day for Which Expenses Are Paid by His Firm

OTTAWA, Ont.—That extremely odd piece of legislation, concerning travelers and the income tax, which was dealt with in the April 1 issue of Hardware and Metal, has aroused a storm of protest, which has already broken over the heads of Hon. W. S. Fielding, Minister of Finance, and his colleagues at Ottawa. As pointed out before, in connection with the 1921 returns now asked, it is prescribed that men who travel, and whose expenses when traveling are paid by the firm by which they are employed, must add to their income for purposes of taxation, an amount representing one dollar for every day they are away and on which their living expenses are not paid by themselves. A delegation representing all organisations of commercial travelers in Canada, bore down on Hon. W. S. Fielding and his Cabinet colleagues this week and stated in no uncertain terms what they thought of the idea. The delegation numbered about twenty-five, who claimed they represented 40,000 Knights of the Grip in all provinces of the Dominion.

The delegation maintained that they had been discriminated against, and proceeded to explode the Government's theory that all commercial men spend at least one dollar each day of their firm's money on their own personal necessities. They pointed out that on the other hand they were nearly always actually out of pocket on expense money during their trips, so that any taxation would merely add to their losses.

They were given a favorable hearing and received the customary assurance that their representations would be given serious consideration.

While in Ottawa the delegation also had an interview with Hon. F. B. Carvell, chairman of the Railway Commission, on matters relating to excess charges on commercial travelers' baggage. They asked to have the rate lowered and claimed that the charges had remained at the same level as in force during the war.

THE MEANS *recently taken by J. P. Bush, hardware merchant of Erin, Ontario, to stimulate sales of guns, rifles, ammunition, etc., is depicted in the above picture. Mr. Bush is an enthusiastic sportsman and every year spends considerable time in the haunts of the big game, and he gets his share of deer too. He, therefore, knows what the sportsman wants, and realizes that the carcass of a bear and of a deer shown outside his store entrance will attract many persons interested in the lines of hunting equipment which he carries.*
Mr. Bush reports business in 1921 as equal in cash sales to the previous year, with seasonable lines. Auto' accessories he displays prominently in a showcase near the door and says this line has helped fill the gap when builders' hardware became less active.

SHOULD YOU BUY YOUR ADVERTISING MATTER?

Some manufacturers are of the opinion that much alleged waste of advertising matter supplied by them to the retail hardware merchants could be stopped if a nominal charge was made for such matter. Some manufacturers' salesmen are also said to have recently reported that the retail hardware merchants were getting too much advertising matter and that many of them were inclined to substitute such matter for real selling energy.

Hardware and Metal has secured some interesting matter on this subject, which will be outlined in an early issue. Meanwhile the Editor will be pleased to have a letter from YOU outlining your views on this important topic, your name to be omitted in the discussion if desired.

TINSMITHS MUST MAKE RETURNS IF LICENSE TAKEN OUT

In connection with the numerous articles which have appeared in Hardware and Metal from time to time concerning the status of tinsmiths, the point has been raised by a Montreal firm recently that having taken out a license and now refusing to make returns of sales tax pending the outcome of the test case, they have been advised by an official at Ottawa that legal proceedings will be taken unless the unpaid taxes are received.

Once the merchant takes out license as a manufacturer he places himself in that category and is liable for the returns of 2 per cent. sales tax collected from his customers on articles manufactured by him. Had he not taken out the license, as has been advised in these columns for some months, he would not be liable for the returns as a manufacturer pending the test case. If the case is decided in favor of the tinsmiths they will be relieved from the further necessity of collecting and returning sales tax even though they have taken out license for a year.

Widens Range of Auto Accessory Trade

Hardware Merchant Finds Customers for Automobile Accessories Can be Sold Radiators, Brake Lining, Motor Meters, Oil Gauges, Gaskets, Piston Rings, Etc., in Addition to Lines More Commonly Required—Every Customer a Paint Prospect in the Spring

BY FOLLOWING a policy of seeking to find out what the prospect requires and then attempting to meet that requirement, in price, quality and assortment, the Marks, Clavet, Dobie Co., Ltd., of Port Arthur, have developed an automobile accessory trade which is rated high in Northern Ontario. This extensive department of this hardware firm has been built up within the last two years.

The M. D. C. Co., as the firm is better known, are extensive wholesalers, as well as retailers, in every line handled. Besides carrying a full stock of auto accessories such as are given in detail in the window displays, they are distributors for certain lines of tires, tire chains, etc. Garage operators in the Twin Cities realize that this hardware firm competes successfully in this field, both in catering to the local and extensive tourist trade, and most automobile dealers willingly acknowledge the service rendered to them by the hardware trade in respect to accessories.

In Touch With Auto Owners

The advertising policy of the company in developing the auto accessory trade has been that of keeping directly in touch with the auto-owner. J. C. Dobie, president of the firm, believes that the manufacturer's advertising matter has a real value. The tendency is, so he claims, to leave much good publicity literature on the shelves for dust accumulation but results have proved that sending it broadcast has done much to increase their trade.

A great deal of credit for the growth also is given to H. J. Hanwell a hardware man of many years' experience. One of Mr. Hanwell's pleasures in business is to develop the young man. Being a prize-winner on many occasions in window displays. Mr. Hanwell is an able teacher along that line. At present an enterprising assistant, Mr. I. Pillor, has charge of the window dressing.

Active Accessory Business

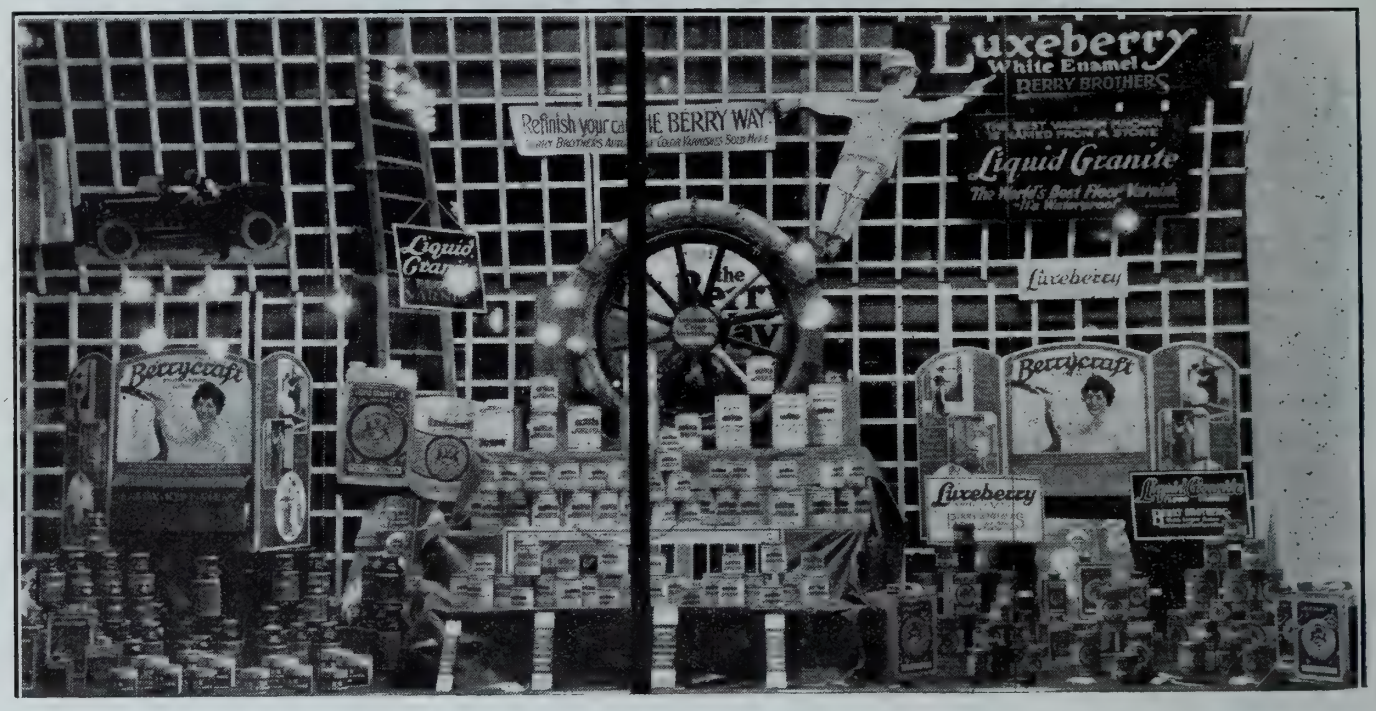
The automobile trade at the head of the Lakes for the 1922 season has every prospect of being above normal. Although the Twin Cities have a number of dealers devoting their whole energies to the trade yet it is expected the trade of the auto departments in the hardware stores will be much higher than last year. This will be augmented by the increasing tourist trade which is ever developing.

In developing automobile accessory trade with permanent citizens and with tourists who visit the district in the sum-

Selling a Wide Range of Auto Accessories

The automobile owner in Port Arthur and district has somewhat enlarged the range of ordinary requirements in accessories and automobile parts. This display by Marks, Clavet Dobie Co., Ltd., of that city shows an arrangement including radiators, brake lining, motor meters, lighting buttons and oil gauges for the dashboard, gaskets, vulcanizers, piston rings, etc. These are in addition to the lines more generally required such as repair kits, tires, pumps, jacks, spot lights, horns, steering wheels, etc. Window displays of auto accessories have helped greatly develop trade from both transient tourist and permanent customer.

Every Customer is a Spring Paint Prospect



Window displays have been very important in developing the paint trade of the Marks Clavet Dobie Co., Ltd., Port Arthur, Ontario. An appeal is made to the auto owner for enamels and other finishes for renewing his car in the Spring, and everyone who enters the store is considered a prospect for some paint, varnish or specialty for requirements of housecleaning, exterior painting, etc.

mer months, window displays aroused to good advantage to display seasonable needs. The display illustrated herewith shows radiators, spark plugs, tires, tubes, blow-out patches, repair kits, lighting buttons and oil gauges, brake lining, spot lights, jacks, steering wheels, horns, etc. Price cards are used extensively on most lines. The windows support the advertising done on accessories. The windows are particularly effective in dealing with tourist trade and other transients, but the permanent residents are well aware of the fact that this firm handles automobile accessories and it is found that frequent visits paid to the hardware store for various requirements, generally serve a double purpose for the customer who is also in need of automobile accessories.

Every Customer a Paint Prospect

Paint trade is developing actively in the spring season of this year, largely due to the splendid window displays which are arranged. A sample of these displays is shown herewith, this dealing with various lines of paints, varnishes, enamels, etc. In order to arrest the attention of the automobile owner in connection with auto varnishes and enamels, an automobile wheel is shown with the spokes painted various colors. Every person who enters the store for hardware requirements, is considered to be a prospect for paints, and no one of these prospects gets out of the store without hearing many suggestions whereby they can benefit by the use of some of the paints, varnishes, etc., shown.

SALE OF GERMAN HARDWARE IN CANADA

(Continued from page 39)

ness, he considered it rather unfortunate that he was again called upon to stock a line of German cutlery. In explaining this he said that previous to the war he had specialized on a certain brand of German cutlery and had pushed it to such an extent that it was one of their best sellers. During the war, of course, these were not obtainable, and in these years their cutlery stock had been reduced considerably. This trade, which is considered one of the best in the hardware store by this merchant, is again coming into light, and sales in the cutlery department are steadily increasing. The efforts they had put forth on this German line had resulted in persistent enquiries for same since the signing of the armistice. For some time they had been reluctant in stocking this but now that it could be purchased at reasonable prices, the line was again established. Price and quality were laid aside, and he was fully convinced that English manufacturers were to-day able to place their goods on the market, equal in quality, and practically as cheap. It was merely the fact that they had been successful in pushing this line before the war, and had repeated enquiries for same in recent months, that had induced them to again stock the goods.

He made it clear that they were governed by the enquiries and demands of their customers, and cutlery was the only line that was stocked for this reason.

Another large retailer in Montreal, when asked if he was again stocking German goods, replied that he was not, but he would be forced to if other branches of retailing did not quit infringing on their lines. In explaining, the attention of Hardware and Metal was drawn to a case where a month or six weeks ago German watches were placed among the local stores; tobacco stores, drug stores, departmental stores, etc., displaying these on their counters and in their windows. There was also the safety razor that was now being marketed in many retail establishments, but was the hardware store among them? No.

It was such cases as these that the hardware man was confronted with to-day, and if he had not already commenced to compete, there certainly was a temptation to do so, as both of the above items, and no doubt there were other lines, that were pure and simple hardware commodities.

April Fool Day Sale Stimulates Trade

Hardware Store and Another Retail Business of Woodstock "Swap" Window Displays as an April Fool Day Feature—The Innovation Attracted Interest of Many Prospects and Active Movement of Goods Followed

A NOVEL idea combining current interest was developed by two retail firms of Woodstock recently. Davison & McInnis, hardware merchants, arranged a window display of hardware in the window of Lewis & Son, shoes, groceries, etc., and the latter firm arranged a display of its lines in the hardware store window. The innovation naturally attracted many curious prospects.

The two stores involved are adjacent in a section of the city which is some blocks away from the downtown business section. The idea of "swapping" window displays was inspired as an April Fool day feature and a special April Fool sale was arranged. The advertisement which is illustrated herewith was used in the local newspaper on March 30th which gave ample time for it to reach all of the country patrons of the store who would be in the city on Saturday for market day. The sale was unfortunately handicapped by the severe sleet storms which tied up transportation and cut off lighting facilities and telephones, but still the sale went on and considerable merchandise was moved. Displays of goods were alternated in the windows and temporary signs were printed on the windows that the articles displayed would be sold in the adjacent store. Both stores recorded excellent business and were elated over the results obtained from providing an unusual feature to attract interest. The novelty of the idea struck the public and they unloosed their purse strings.

The combined ad run by the two firms was of a large size and was headed "Fooled Again," followed by the following wording: "Yes we have fooled the markets again but look who has done it. That's not all of the April Fool Sale which is on for Saturday. Lewis & Son and Davison & McInnis have not changed stores. They have only changed windows for their big April Fool Day Sale. Hardware is displayed in Lewis & Son's window while groceries and boots and shoes are displayed in Davison & McInnis window. They are on sale in their proper stores."

FOOLED AGAIN!

Yes we have fooled the markets again but look who has done it. That's not all of the April Fool Sale which is on for Saturday. Lewis & Son and Davison & McInnis have not changed stores. They have only changed windows for their big

APRIL FOOL DAY SALE SATURDAY

Hardware is displayed in Lewis & Son's window, while groceries and boots and shoes are displayed in Davison & McInnis' window. They are on sale in their proper stores.

SHOP At the Two Stores SAT'DAY

THESE VALUES ARE GENUINE

Displayed in Davison & McInnis Window

Men's broad black calf blucher cut welt sole shoes, sizes 7 to 11, reg $7.50 for ... $5.98

Men's fine black calf bal shoes, 7 to 10, reg $7.50 for ... $5.98

Men's broad, black calf blucher cut heavy welt soles, reg $8.00 for ... $4.48

WONDER SHOE VALUES

Boys' fine heavy black calf Goodyear welt soles, reg $5.00 for ... $2.98

Ladies' patent pumps, Louis heel, reg $6.00 for ... $3.98

Ladies' high cut lace, vici kid shoes, welt sole and McKay sole, sizes 2½ to 4, reg $6.50 value for ... $1.98

Ladies' tan calf lace Oxfords, Cuban heel welt soles, reg. $7.50 for ... $3.89

Ladies' broad cushion turn sole kid shoes, rubber heel special ... $2.89

Men's heavy tan grain farm shoes, (solid sole) sizes 8 to 11, at ... $3.69

EASTER FOOTWEAR

We have a full line of Ladies' and gents' extra fine shoes and Oxfords, also a full line for the infants and children. We give you the quality, style and value.

GROCERY SPECIALS

10 lbs Redpath sugar	81c	Canned corn, 2 for	25c
20 lbs Redpath sugar	$1.66	Aylmer No 1 tomatoes, 2 for	35c
1 lb pkg pure cocoa	18c	Best canned peas	15c
Maple Leaf salmon, ½ lb. tins	25c	Dried green peas, 3 pkgs.	25c
Maple Leaf salmon, 1 lb. can	49c	Long bars castile soap	15c
Shredded wheat, 2 for	25c	Campbell's soups, 3 for	50c
Strictly fresh sodas, lb.	15c	Extra fine pickles per bottle	18c
1 lb Wishbone coffee, reg 65c for	53c	CIGARS reg 10c values, 7 for	49c
Keiller's Scotch marmalade, reg 90c for	69c	CHOCOLATE BARS (new)	7 for 25c

LEWIS & SON

DUNDAS ST. PHONE 272.

Displayed in Lewis & Son's Window

BROOMS AND MOPS

Push brooms, reg. 75c for 29c

O'Cedar mops, special at $1.00

Mop handles, reg 30c for 19c

Self wringing, mops reg 75c for ... 48c

ALUMINUM WARE

Double boilers, reg $2.75 for ... $1.98

Tea kettles, reg $4.50 for ... $2.98

Special 3 piece saucepan set in 2, 3 and 4 qt sizes, reg $3.50 for ... $1.98

HOUSEHOLD SPECIALS

Clothes wringers, reg $6.50 for $4.18

8 doz. only tin wash boards, 45c at each ... 23c

All copper wash boilers, $5.00 for ... $3.19

Daisy tin tea kettles, reg 38c for 17c

GALVANIZED WARE

Here are but a few specials in galvanized ware which cannot be overlooked.

No. 9 galvanized boiler, $1.50 for 98c

No. 1 galvanized garbage pail, reg $1.25 for ... 79c

No. 2 galvanized garbage pails, reg $1.50 for ... 98c

No. 3 galvanized garbage pails, reg $1.75 for ... $1.18

Medium size galvanized tub, reg $1.50 for ... 98c

ROLLER SKATES

Steel wheel roller skates, reg $1.75 for ... $1.38

NAILS

5 lbs nails, special for ... 25c

PAINT SPECIAL

This is not a fool special! A quantity of shades for Saturday only at 1 pint ... 48c, 1 quart ... 75c

HOT POINT IRONS

Hot point electric irons, reg $6.00, for ... $4.98

De Luxe Irons, 1 year guarantee, $6.50 for ... $3.98

40 and 60 watt electric lamps, reg 55c, Saturday only ... 38c

We will replace any of these lamps which prove defective

20 only combination sets, rake, hoe, plow, and cultivator, reg $3.00 for ... $1.48

Garden spades, $1.50 special at ... 98c

A full line of garden seeds, reg 10c, per pkg 3 for ... 25c

DON'T BE FOOLED THESE ARE REAL SPECIALS. SEE FOR YOURSELF

DAVISON & McINNIS

579 Dundas St Hardware, Plumbing and Heating Phone 454W

The ad used by Davison & McInnis, hardware merchants of Woodstock, Ont., in conjunction with another retailer who "swapped" window displays, is shown herewith under the heading "Fooled Again."

The portion of the ad devoted to hardware deals with brooms and mops, household specials, roller skates, nails, electric irons, aluminum ware, galvanized ware, paint, electric lamps, garden tools, etc. All lines were specially priced for the occasion.

RETAILERS ARE LOSING THOUSANDS OF DOLLARS

(Continued from page 37))

rates instead of first class? The first class rate to Lindsay from Toronto is 47c and the third class rate 36½c. If a Lindsay merchant paid the first class rate on galvanized pails from Toronto he paid about 30% too much for freight.

Simple Problem on Carloads.

For many years the hardware trade have been aware that great losses were being suffered through exorbitant freight charges and a specific instance of how the difficulty can be overcome has now been secured. It would seem as though the time has come when efforts should be made on the part of the hardware trade in all its branches to eliminate as far as possible great losses which are now being sustained by the retail hardware trade owing to overcharges on freight shipments.

Hardware and Metal would be very glad indeed to receive suggestions, or comments, on this article or on any other phase of the situation, as it is one of the biggest problems facing the hardware merchant to-day.

The problem on full carload shipments has of course been a simple one as the firms who buy in carload lots are usually well posted on rates and in any event it would be hard to fool them on carload shipments. On the smaller shipments, however, and there are many thousands of them each month, great losses are being suffered by the retail hardware merchants.

Some members of the trade have felt that the new freight classification which is now being considered at Ottawa would eliminate this evil. It is doubtful if the new classification which is expected, will overcome the difficulties referred to in the foregoing.

This new system of billing would appear to be a simple, practical and immediately effective method of saving a great deal of money.

Campbell Bros., who were engaged in the hardware and stove business at Stellarton, N. S., have dissolved partnership.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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TORONTO, SATURDAY, APRIL 15, 1922

Intolerable Freight Problem Must Be Relieved

FREIGHT CHARGES have for some time been an important factor in connection with high prices on hardware and other lines. There have been many agitations for the lowering of freight rates and these may bear some fruit in the future, but it is possible for the high freight costs to be materially lessened without any general reduction in rates. This relief will come in the form of some new arrangement governing the billing of mixed shipments so that the correct weight of the various articles comprising that shipment will be given alongside its proper classification and thus apply to it the prescribed rate. This is merely as it should be but unfortunately through lax methods on the part of billing clerks in classifying whole shipments at the classification applying to the highest grade merchandise represented in the shipment, and also partly due to the inability of retailers to efficiently check the classifications and rates, much loss has resulted. On an average annual shipment of 700,000 lbs. of iron and steel got by one manufacturer in one province, the loss from following this policy would result in a loss to retailers of approximately $6,000. The total loss through overcharges to retailers throughout Canada on shipments from all manufacturers and wholesalers would be astounding.

Action has been taken by one manufacturer to remedy this evil by the preparation of a special bill of lading on which the goods comprising a shipment are entered with a notation of their classification. This provides a safeguard against overcharging of the nature outlined. At least one retail hardware merchant now requires a similar listing of all shipments received. This policy will probably soon be followed by many other retailers and the altered system of billing merchandise which will be necessary as result should save many thousands of dollars annually to retailers.

Must Not Sacrifice Retailers' Interests

MANY subjects of vital importance to the retail trade in Canada are now before merchants for a solution and declaration of policy. The whole system of merchandise production and distribution has undergone some drastic strains in the past few years, and now that the readjustment process is well on its way to the establishment of normal conditions there arise new problems for the consideration of retailers. At the present time the trade is faced with high overhead costs due to maintained scales, freight rates, rentals, taxes, interest rates, etc., and many movements are being initiated having for their object the reduction of some of these costs. Ideas for stimulating trade have been employed generally but it is found that the consequent diminishing of overhead costs per unit is not sufficient to bring prices to the level which will encourage more generous buying, and reduction of overhead charges therefore becomes of prime importance.

Then there is the question of pending legislation governing fixing of resale prices on merchandise. There is also the question of policy regarding the sale of German merchandise, which is becoming an increasingly important question. Already there is talk of tax and tariff changes in connection with the Budget soon to be presented by the Minister of Finance at Ottawa.

These current developments make necessary a close watch on the part of retailers in order that their interests will not be sacrificed for the benefit of others who exert stronger pressure. These subjects have been and will continue to be dealt with fully in each issue of Hardware and Metal and the co-operation of readers in the form of expressions of opinion and other suggestions, will help to support the interests of the hardware trade. Evidence that Hardware and Metal is regarded as carrying authority on these topics is found in the fact that it has frequently been referred to by government officials, its editorial data have frequently been used in preparation of government reports, and again this week a copy of Hardware and Metal was noticed prominently among the data which one member of parliament had on his desk at the Parliament Buildings. This important standing guarantees readers authoritative reports on these vital subjects, and offers an unique opportunity for their ideas to carry real weight when expressed through these columns.

New U. S. Tariff

THE TARIFF bill which the United States Government plans to adopt as a standard measure in place of the present Fordney emergency tariff was made public this week. The bill carries what are regarded as the highest duties of any tariff bill in recent years and gives the President power to enforce rates even 50 per cent. higher in case they are not sufficient. A leading feature of the bill is the high agricultural rates including higher rates on grains and livestock which it is said are aimed in part at Canadian competition. The Senate bill is based on foreign wholesale selling prices, not on domestic valuation as was formerly the case. If it becomes law the bill will hit Canada even harder than the Fordney measure for several of its tariff levies are higher than under the Fordney Bill. In the metals which Canada produces there is a slight decrease from the rates ruling in the Fordney tariff. Some of the proposed rates on metals are as follows: Pig iron $1.25 per ton; ferro-manganese $2.50 per ton; bars and bar iron 2-10c. to 1 1-2c. per pound; steel ingots, blooms, slabs, billets and bars 1-5c. a pound to 25 per cent. ad valorem; aluminum 5c. to 9c. per pound; copper 2 1-2c. per pound; nickel 3c. per pound to 25 per cent. ad valorem.

On the free list are included the following, binding twine, copper ore, iron ore, jet, timber, sulphur, turpentine and rosin.

The Bill will undoubtedly come in for much discussion at the end of this month when it is formally introduced in Congress and some of these provisions may undergo drastic revision, but a survey of the proposals indicates that while there are lower rates on metal products, the bulk of the duties are much higher than before.

Prepare Spring Clean Up Campaign

Lengthy Discussion Given to Plans for Launching Annual Clean-Up and Paint-Up Movement at Meeting of Toronto Retail Hardware and Paint Club—Gathering Addressed by an Authority on Manufacture of Enameled Ware

EDITOR'S NOTE.—As Spring Clean-Up, Paint-Up campaigns are now under consideration in many parts of Canada, the details outlined in this article showing how Toronto retail hardware merchants are working up such a campaign is of timely interest. Plans being adopted by the Toronto Retail Hardware and Paint Club for increasing its membership are also dealt with, and there is much helpful information to be gleaned from the report of the address of an authority on the subject of the manufacture and sale of enameled ware.

PREPARATIONS for the "Clean-up and "Paint-up" campaign to be conducted throughout Toronto during the week of May 8-13, provided one of the premier topics at the second monthly gathering of the Toronto Retail Hardware and Paint Club, held this week. Discussion of the various plans already outlined, together with suggestions and consideration of detail involved, occupied considerable time. Samples of clean-up and paint-up posters, window trim suggestions, parcel stickers and other matter advertising the campaign, were placed before the consideration of the meeting by President H. N. Joy. The chairman also read a letter from F. J. Penberthy, secretary of the Save the Surface committee, outlining the manner in which the Paint, Oil and Varnish Club of Toronto, were planning to co-operate in launching the "clean-up and paint-up" campaign, in conjunction with the retail hardware merchants.

Following the social activities of the evening, President Joy called the meeting to order for the consideration of regular business. He briefly outlined the benefits to be derived from membership in the newly organized retail club, and touched upon the interest aroused and the progress which the movement is expected to develop in the near future. A vigorous drive for increased membership was decided upon, with the city being divided up into districts and a captain allotted to each territory. An objective was also outlined for each section, regarding the number of merchants eligible, and the view was expressed that satisfactory rewards in this direction would result.

Educational Side of Movement

The educational effects of the "Clean-up and Paint-up" campaign and the fundamental principles underlying the movement, were brought before the attention of the gathering. Some samples of advertising for the use of merchants linking up with the campaign were presented, it being pointed out that paint and paint products were not the only lines being featured to special advantage in a drive of this nature, but that everything sold for use in house-cleaning could also experience material benefit. Much discussion was given to the possibilities of raising a sufficient amount of money to ensure the success of the venture, and in this connection it was pointed out that the Paint, Oil and Varnish Club was undertaking to raise double the sum contributed to this end by the retail club.

The nature of the collective publicity intended for retail merchants participating was also given some attention. Some doubt was then expressed regarding certain events which had transpired at a previous meeting, and to settle the discussion which arose, President Joy read extracts from a report which appeared in a recent issue of Hardware and Metal, pertaining to the matter at issue. For the benefit of new and intending members, it was also pointed out that the constitution of the Club had been reproduced in full in the same number of Hardware and Metal.

History of Cooking Utensils

A. E. Henry, assistant sales manager, Sheet Metal Products Co, of Canada, was introduced as the speaker of the evening, his subject being "Enameled Ware." The various phases of the industry were clearly enumerated by Mr. Henry, from its history and manufacture to selling the product. "The use of cooking utensils," stated Mr. Henry, "was first introduced when man commenced to prepare his food, instead of eating it in its raw or natural state. The original cooking vessels were undoubtedly made of stone, and these soon proved unsatisfactory, for a number of reasons. Later on, an enterprising ancestor discovered that certain clays in the ground, could be formed into a utensil for use in the preparation of foods, and thus the initial pottery ware became a fact. Glazing was the next step in advance, the first vessels of this nature being unglazed. At the beginning of the nineteenth century, the discovery that cast iron could be moulded into various shapes, again introduced another phase in the history of kitchen utensils. Of course, we must not overlook the brass and copper utensils which were handed down from the earlier days, but beaten products of this nature were expensive and rare. For general purposes, therefore, cast iron was found to be superior to the earlier clay products, but in 1885 the discovery of the Bessemer steel process, marked another milestone in this direction. The manufacture of sheet iron and sheet steel then experienced a rapid growth, but one drawback was generally pointed out, and that was that vessels of this nature rusted when made without a protective coating. Enamel, therefore is a protection against rust."

Describes Different Operations

It was stated that the enameled ware industry came to Canada around the year 1880. Samples of pots and pans in the various stages of manufacture were then introduced, the different processes from the raw material step by step to the finished article being carefully explained. The steel discs first went through the drawing and pressing operation in the stamping room, and then to the spinning lathes. The shape is then trimmed, the edges smoothed and rolled, thus eliminating wrinkles in the metal. It is then ready for the handles, these being fastened through an electric welding process.

"Previously," explained the speaker, "these were riveted on. Before being ready for enameling, the removal of scale is necessary for cleansing, so the embryo pot next visits the annealing furnace. Here the product passes slowly through on a carrier. It is then 'pickled' by immersion in a vat, and later is again immersed in a mild solution of acid. The vessel then passes through an alkaline solution, and hot and cold water alternately. After being dried, it is ready for the first stage of enameling."

According to Mr. Henry, the mixing of enamel was more or less a secret process developed by the individual manufacturers through study and experiments. It was described as a form of glass, the bare product being pure white sand, a kind difficult to secure. This is mixed with other ingredients, in certain proportions, these materials being thoroughly stirred, and later pass through tubes into a blast furnace, where the mixture naturally melts. When in a molten state in vat, the vat is tilted and the contents pass through water and are crystalized.

Producing Finished Article.

Different coats are applied for the various types of enameled ware. The first coat is black, the vessel being dipped, then passing on to the dry kilns.

Continued on page 60

Events in the Trade

BUSINESS CHANGES

E. C. Ricard, Timmins, Ont., has sold his hardware and furniture business.

NEW FIRM

G. W. Henderson, factory superintendent of Geo. W. Reed & Co., and E. Barwick, assistant, will open business for themselves under the firm name of Henderson & Barwick Co., sheet metal works. Upon severing their connections with the above firm a presentation was made by fellow employees.

DOMINION INCORPORATIONS

Thermos Installation, Ltd., head office Montreal, capital $15,000 to manufacture and install the "Thermos Heating System."

Antoine Chiris Co. of Canada, Ltd., head office Montreal, capital $25,000 to manufacture and deal in chemicals, minerals, spirits, explosives, etc.

The Spiral Nail Co. of Canada, Ltd., (amended notice), capital $100,000, head office Toronto, to manufacture and deal in nails, screws and other articles of iron or steel.

John Inglis Co., Ltd., head office, Toronto, capital $1,000,000 to manufacture and deal in iron and steel products, tools, hardware and to carry on business as brass founders, metal workers, steam and gas fitters, etc.

PERSONAL

Geo. E. James of James Bros., hardware merchants of Perth, Ont., was a Montreal visitor this week.

John Irwin, president McArthur-Irwin, Limited, Montreal, is on a business trip to New York and Philadelphia this week.

W. S. Fallis, vice-president and managing director, Sherwin-Williams Co. of Canada, is now visiting New York and other U. S. centres.

Walter H. Cottingham, president of the Sherwin-Williams Co. of Canada, arrived in New York on Wednesday of this week from England, where he has spent the winter months.

Jas. F. Strand, president of the Lake Erie Metal Products Co., Cleveland, and C. A. Adams of Geo. H. Buchheimer Co., Baltimore, called on the Montreal trade this week.

Col. Robert Starke, president, Starke-Seybold, Ltd., Montreal, represented the Montreal Board of Trade on a deputation which proceeded to Ottawa this week to urge upon the government the necessity for a second bridge from Montreal to the South Shore. This has been advocated for some time, and recently an active interest has been taken in the project by many municipal and other public bodies. W.B. Ramsay, president of A. Ramsay & Son, Co., represented the Montreal Bridge Committee.

MONTREAL PORT AGAIN ACTIVE

Montreal.—The port of Montreal is expected to again show signs of activity in the course of the next week. Navigation of the St. Lawrence River will recommence by passenger and freight vessels on April 24th, which will be a little earlier than last year. The ice is now breaking, and each day brings further small movements of the blockade.

The first ocean-going vessels are expected toward the end of the week, reports stating that three steamers will commence their initial trip to this port on Tuesday.

Towns on the St. Lawrence will have a better delivery of goods from Montreal this year, as a new boat freight service is planned from this port. Two big freight carriers will leave every Thursday for river points, this service being added to the former delivery facilities.

LATE EASTER HAS RETARDED BUSINESS

Kingston, Ont.—Spring business has been late in developing the volume normally experienced. In such lines as hardware, cutlery, builders' supplies and plumbing fixtures, there have been substantial reductions, and builders and contractors expect some activity owing to housing conditions. They report substantial reductions in their estimates compared with those of the past four or five years. This is regarded as an encouragement to persons contemplating building city residences or summer cottages.

It is the opinion of business men here that the lateness of Easter this year has had something to do with the comparatively slow sales experienced thus far. This week, the roads are in better shape, and a brisk business is looked for now for Easter.

ELECTRIC STEEL PLANT PASSES TO NEW HANDS

The Electric Steel & Metals, Ltd., plant at Welland, has been sold to an American organization. All details in connection with the transaction have been settled, and a contract for power has been arranged. The purchasers prefer to have their identity remain secret for a few days. It is understood that the purchase price, together with additions to the plant, will involve an expenditure of over $500,000.

The Electric Steel & Metals plant has been standing idle since the munitions industry dwindled. It is proposed to turn the plant into a steel rolling mill, turning out bars, sheets, etc. Some of the present equipment will probably be used at the outset, but eventually it is the intention to install a complete set of machinery. About three months will be required to install equipment and begin production. A portion of the new company's output will probably be exported.

RUDDY MFG. CO., LTD., TAKES OVER PART OF HAM BROS. BUSINESS

Brantford, Ont.—A new firm known as the Ruddy Mfg. Co., Ltd., has commenced business here having acquired that part of the plant of Ham Bros. on the north side of Elgin St. The Ruddy Company will confine its operations to the manufacture of kitchen cabinets, bed springs, and bee-keepers' supplies, and the Ham Bros. will continue on the south side of Elgin street the manufacture of refrigerators and window and door screens.

The inception of this new company in the city will bring back to Brantford as a permanent resident, Joseph Ruddy, who is well known here as the former vice-president and secretary of the Canada Starch Company.

The new company has been very strongly organized, with a capital of upwards of half a million dollars, and there will be no change in the factory or selling organizations other than the change in managers.

In addition to the general line of goods that has always been made in this plant, arrangements are said to have recently been completed with a large United States kitchen cabinet manufacturing concern whereby the Ruddy Company will be organized as their headquaters in Canada.

The following local men have become heavily interested with Mr. Ruddy in this new firm and are on the Board of Directors: George S. Matthews, Fred W. Frank, John S. Dowling, E. P. Park, Charles L. Messecar and John R. Varey, with Mr. Ruddy as chairman of the board.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Hardware Collections Improve in B. C.

Garden Tools and Other Seasonable Lines Moving Well—No Failures Reported Recently.

VANCOUVER, B. C.—While the wholesale distributing trade reports little fresh activity in the outward movement of hardware, retailers are displaying a greater degree of optimism. The weather is becoming much more seasonable with the result that there is an increasing demand for garden tools and the steadily increasing volume of house building is having a very desirable effect upon purchase of lock sets, door parts and plumbing material, to say nothing of stoves and ranges which are coming in for a fair trade also.

Some complaint is being heard over the practice of some contractors in plumbing lines agreeing to purchase goods for new houses from the wholesalers, taking their profit only on the work performed. In many instances recently, according to report, firms refuse to tender on certain work, knowing that the practice is in vogue. This applies particularly to plumbing lines.

Prices are showing little change but anything effected this week has been on a downward trend. Special inducements are being offered by one or two downtown firms one of which offers the stock of a retailer in Peace River. For instance he is selling certain solid copper nickel-plated tea kettles holding six quarts at $2.39 as against the regular price of $3.10 and one brand of double boilers at the same figure instead of $3.

The same house offers a brand of paint at $1.15 a quart which is a cut of 35 cents on the regular price. A first rate white paint is quoted at $4.19 as against $5.50 with the result that some of the other houses are obliged to make proportionate adjustments.

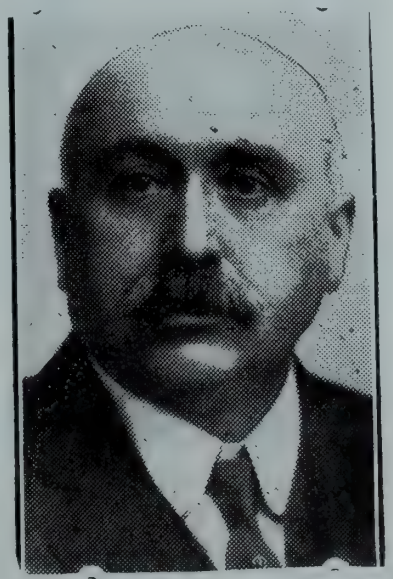
There is no noticeable change in the matter of collections. Accounts are being fairly well met and no failures are reported which indicates that business is on a fairly satisfactory basis on the coast.

DEATH OF W. G. MACKENZIE

Vancouver.—General regret was expressed by not only the hardware trade but the business community when it became known that W. G. Mackenzie, for twenty years vice-president of Wood, Vallance & Leggat, Ltd., here, had passed away, as briefly mentioned in last week's issue of Hardware and Metal. For the past couple of years he had been in ill health but strong hopes had been held that he would recover. J. H. Mackenzie of Toronto is a brother and Miss M. I. Mackenzie and Mrs. J. T. Crassick also of Toronto are sisters. The funeral was largely attended by representatives of all of the jobbing houses and most of the retail trade.

Born in Drumbo, Ont., sixty-one years ago, Mr. Mackenzie settled on the coast in 1886, starting business in Victoria, where he handled the agency for the Gurney Foundry Co., Sheet Metal Products Co., Benny Macpherson & Co., the Kent Manufacturing Co. and several other concerns. He later came to Vancouver and assumed the position he held at his death.

Mr. Mackenzie was an ardent sportsman and established at Victoria, the first lacrosse team in the west, being captain for several years. He saw service in the Northwest Rebellion. His only son, W. G. Mackenzie Jr., won distinction when serving in the Royal Flying Corps in the Great War and was awarded the Military Cross.



LATE WM. G. MACKENZIE

WESTERN CANADA NOTES

A. Greenberg, hardware merchant, of Willowbrook, Sask., has moved to Winnipeg, Man.

The sale of L. M. Coldwell, Hardware, of Rossburn, Man., to Adam Bros., has been announced.

The Sturdy Hardware Store of Revelstoke, B. C., was badly damaged by smoke and water. The cause of the fire was unknown.

Mr. McGregor who up to the present has been associated with Johnston & Salsbury, Vancouver, has resigned to open a new store at Strathcona, just this side of Kerrisdale, a suburb which is rapidly increasing in population.

Damage estimated at $30,000 was caused during the week by a fire which partly destroyed the plant of the Vancouver Rolling Mills, located at Bridgeport, B. C., on Lulu Island, near here. The firm manufactured bar iron, reinforced steel and chains.

At this week's meeting of the Vancouver Electric Club, F. E. Burke, general manager of the Wallace Fisheries, Ltd., gave an address on the fishing industry in which he intimated that legislation was desired to prevent the Americans from making further inroads upon British Columbia salmon and for which they paid no taxes.

The inroad which the Chinese of Vancouver are making on the white retail trade is further evidenced in the sale of the Fraser Hardware Company's store at 1042 Granville street, to a couple of Chinese who have been carrying on a grocery business in that vicinity. It is stated that the Chinese will conduct a groceteria in the basement of the new place and will sell hardware on the ground floor.

Frank Walsh, a traveler for McLennan, McFeely & Co., Vancouver, covering the district from Prince Rupert east along the G. T. P., was burned to death this week in a fire at Hazelton which started in the Hazelton Hotel, destroying four buildings in the business quarter. The remains were shipped to Calgary where a mother and sister survive.

Walsh entered the employ of "Mac & Mac" three years ago following his discharge from the army. He was formerly in the employ of Wood, Vallance & Adams at Calgary. Walsh was popular with the sales staff and of a very likeable disposition.

Montreal Bd. of Trade 100 Years Old

Past Week Marks Exact Anniversary Date of Organization of Montreal Board of Trade One Hundred Years Ago—An Established Reputation As An Important Commercial Body—Metal and Hardware Association an Influential Organization

THE MONTREAL Board of Trade this year celebrates its hundredth anniversary, the 11th day of April, 1822 marking the exact date of the organization of this institution. Celebration of the centenary will take the form of a banquet, which will be worthy of such an event, on April 28th, a postponement having been necessary to allow such notable guests as Lord Byng, Governor General of Canada, Hon. W. L. Mackenzie King, the Prime Minister, and others, to attend.

With a present membership of over 2,000, the growth of the Board has shown a continuous development both in membership and importance in the city, as well as in the general business community of Canada. Its activities have not been of a local nature by any means, and throughout the past century, particularly in the past 50 years, the Montreal Board has been recognized as a strong commercial body wherever represented, whether in foreign parts or at home.

The Committee of Trade

The Montreal Board of Trade is an outgrowth of an earlier institution—The Committee of Trade—which was organized in 1822. Work on the Lachine Canal had been commenced only the year before, and Hon. John Richardson, who turned the first sod of the canal on July 17th, 1821 presided on April 11th, 1822, at the preliminary meeting which gave birth to the Committee of Trade. At that time Montreal's population was 18,767.

Following is part of the entry on the records of this organization:

"Montreal, April 11th, 1822.

"At a meeting of merchants and others interested in the commerce of the city, held this day at the Exchange in St. Joseph Street, to take into consideration the propriety, and the means of establishing a Committee of Trade.

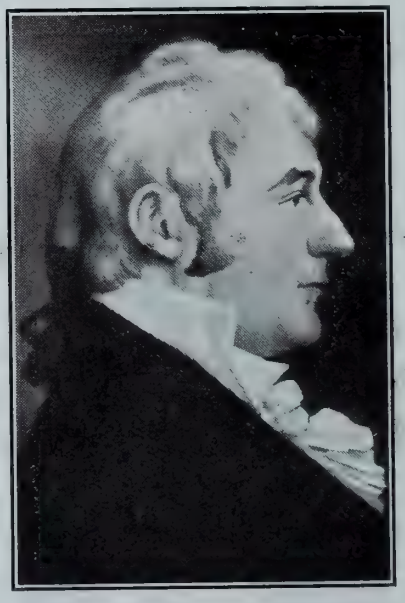
"The Honorable John Richardson, having been called to the chair, the following resolutions were first read and afterwards separately proposed and carried:

"Resolved that the ruinous consequences now apprehended from the growing embarrassments of Canadian commerce can no longer be averted or even delayed by the solitary exertions of individuals, or by the occasional hasty and inadequate deliberations of public meetings, and that the present alarming crisis demands the establishment of a standing Committee of Merchants, to be authorized by their constituents, to watch over the general interests of the trade of the country.

"Resolved that to conciliate public favor and confidence, and to obtain such a combination of experience, energy and perseverance as existing circumstances require, the said Committee shall be established on liberal principles, and be annually elected by ballot by such resident merchants of this city as shall contribute annually to the funds of the proposed institution the sum of three guineas, the first payment to be made at the time of subscription."

The first subscribers were fifty-four in number, and the following thirteen gentlemen were elected as the first Committee of Trade: Horatio Gates, George Auldjo, George Moffatt, Henry McKenzie Campbell Sweeney, John Forsyth, Peter McGill, D. A. Larocque, John Fleming, Samuel Gerrard, Thomas Blackwood, Charles L. Ogden, and James Leslie. The first meeting of this Committee was held on April 23rd, and Thomas Blackwood was elected chairman, pro tem; thus becoming the first presiding officer of the Montreal Board of Trade.

Although the Committee of Trade commenced their labors in a modest way, their influence was soon felt and three years later, in 1825, the work of the Committee began to show, for a strong effort was made to induce the Government, through a petition, to deepen the channel in Lake St. Peter, so that vessels of 250 tons burthen (!) might reach Montreal fully laden during the whole season. This was one of the first steps taken and a series of questions followed, some very important, which were dealt with in a manner that proved the worthy existence of this body of business men.



THOMAS BLACKWOOD

First chairman of the Montreal "Committee of Trade," later the Board of Trade, from 1822-1825, which organization this week marked the 100th anniversary of its formation and which will celebrate this event on the 28th of this month.

Board of Trade is Incorporated

The last meeting of the Committee was held on June 24th, 1839, after which the Association ceased to exist and the more active members took steps to re-organize as the present Board of Trade. The first meeting to organize was held on April 6th, 1840, a chairman and committee being appointed to take the required steps for incorporation. The Act of incorporation was procured in 1841 and proclaimed on March 19th, 1842. The first meeting of the incorporated Board was held on April 4th, and in the election of officers, J. T. Brondgeest was elected president. At a following meeting on the 22nd of June, the president submitted a draft of a set of by-laws for the Board, which were adopted. A synopsis of the minutes of this meeting gives an idea of the aims and activity of the new organization. Thus the passing of the Committee of Trade and the incorporation of the present Board of Trade.

Passing to the year 1886, an important event in the history of the Board is recorded when the Corn Exchange Association was federated with the Board of Trade. This important body was an association of produce merchants organized in 1862, and incorporated the following year. The year 1890 will also be especially remembered as the year when the site and requirements of the first Board of Trade building were decided upon, and in 1892 a building was erected which worthily commemorated the Semi-Centennial year of the Charter of the Board of Trade.

Following the 50th anniversary, the more recent development of commerce, city and country as a whole was closely followed by the Board. They were now settled in their more spacious quarters, and the organization was recognized as a unit of great importance, and absolute necessity, for the welfare of trade and commerce. Progress how-

(Continued on Page 64)

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER fairly large budget of price developments is recorded on the current hardware markets. Reductions are noted on practically all styles of drills, screen door hinges, the No. 2 combination vise, steel squares, wire lawn rakes, post hole augers, common clothes pins, the carborundum line of grinders, cast iron chaudrons both plain and flanged and egg crates. On the other hand, an advance appears on wood screws, through a revision in discounts, which development was outlined in last week's issue of Hardware and Metal. Some higher prices on certain wire products have also been recently made effective in southern markets, but such changes have not yet been reflected on domestic centres, this generally being considered as depending upon the probability of the new levels being uniformly adopted.

Practically all steel and iron quotations have now developed a firmer tone, with the sheet markets continuing to register noticeable activity. The stiffening of prices recently reported, has reached the stage at southern mill centers where some advances on certain steel products have been made. The general condition of scrap materials has not greatly improved, although steel scrap is slightly firmer. The movement of spring merchandise is now generally described as registering brisk activity, with improvement in this direction specially recorded in districts where weather conditions have been seasonably favorable. Certain summer sport requisites are experiencing an early call, while household lines, paint and allied products, tools, together with spring specialty lines are now included among those goods registering special popularity at this season.

Montreal Markets

MONTREAL, April 13.—The current hardware markets are again featured by quite an extensive list of price revisions, and lower prices on practically all lead products is one of the outstanding changes. A reduction of 50 cents is made in the list prices on lead pipe and waste, traps and bends are reduced approximately 8 per cent., and sheets are one-half cent per lb. lower. Prices on wood screws are now higher through revised discounts. Another important reduction is made on hammers, nail, machinists', blacksmiths', etc., showing a price decline of 12½ per cent. No. 20 screen door hinges are lower in price, and are now quoted at $21.25 per gross, while common clothes pins have a new lower quotation of $1.65 per box. "A," "B" and "C" Carborundum grinders are revised in price, and cast iron chaudrons are reduced in all sizes.

Iron and steel products in general continue on the road to improvement, this condition being particularly noted in sheets. The firmer tone in these markets has reached the stage where higher price levels are considered likely on the domestic markets in the near future. The English sheets are also in a much stronger position. Hardware jobbers describe the present movement of general lines as quite satisfactory, spring trade now having commenced in earnest.

GENERAL REDUCTION IN LEAD PRODUCT PRICES

With the exception of solders and lead wool, all lines of lead products show a reduction in price. List prices on pipe and waste are reduced 50 cents per 100 lbs., discount remaining at 10 per cent. Traps and bends are now quoted at less 17½ per cent., former discount being 10 per cent. Lead sheets in all weights are ½c per lb. lower.

It will be remembered that recent revisions were made on zinc sheets and solders, and products listed in foregoing paragraph have up until the present remained unchanged. The current reduction, therefore, brings all lines to lower levels in sympathy with metals in primary markets where an easier tendency has been displayed. Other virgin metals are slightly steadier, and it is felt that the finished products will be on a more stable basis, now that revisions have been made. Following are revised quotations:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs., sq. ft.	0 09
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

LOWER PRICES ON NO. 20 SCREEN DOOR HINGES

Montreal.

A reduction has been made in the quotations on the No. 20 screen door hinges, and these are now quoted at $21.25 per gross, or $1.80 a dozen.

EASIER PRICES ON CARBORUNDUM GRINDERS

Montreal.

Revised quotations are given on some of the Carborundum line of grinders and "A" is now quoted at $3.00, "B" at $3.85, and "C" at $5.10 each.

NO. 2 COMBINATION VISE REDUCED TO $3.10 EACH

Montreal.

The No. 2 combination vise has a new lower price and is now quoted at $3.10 each.

MODERATE DEMAND FOR PIPE FITTINGS

Montreal

There is no change in pipe fittings, quotations remaining at former discounts and current business continuing in fair proportions with a slight improvement noted as the season advances. With more activity in construction work to follow, a better movement of pipe fittings is looked for. Following are unchanged prices and discounts:

PIPE FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, 1/8 to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

AWAIT BETTER MOVEMENT OF BOILER TUBES

Montreal

Distributors of tubular products now anticipate an improvement in boiler tubes, and are somewhat more optimistic in predicting the future trend in the following months. Tubes have shown a somewhat irregular movement in the earlier months this year, but on the whole only a moderate trade has been in evidence. Quotations are unchanged, and whether the firmer tone in other steel products will reflect on boiler tubes is at present problematic, but it is pointed out that quotations have remained on a higher basis than almost all other lines. Present prices are as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

SOIL PIPE MOVEMENT CONTINUES TO IMPROVE

Montreal

The movement of soil pipe is described by local distributors as gradually improving as the spring season advances. With reports of a fairly active building program during the remaining spring months, continued activity is looked for in this product. Quotations on both pipe and fittings remain unchanged and while some dealers predicted some weeks ago that increased business after the winter season might have a tendency to stiffen prices, there is no indication at present of a revision. Local prices are considered comparatively low, especially with levels existing in other western domestic markets, but on the other hand, outside competition must be met, meaning that the chances of an advance in prices are uncertain. Prevailing discounts are as follows:

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

ONLY MODERATE DEMAND FOR RANGE BOILERS

Montreal

Although the current trade in range boilers is somewhat improved over the past quiet weeks, there is said to be room for a great improvement still. Buying continues for small quantities only, and notwithstanding reports of contemplated building in the following months showing that boilers, as well as other products used in construction work, should be in better demand, dealers are apparently willing to take care of immediate requirements only. The condition of the local market shows very little change, and both the newer list prices with discount, and older net prices are quoted. Following are list prices and prevailing discounts:

RANGE BOILERS—	
5-gallon	$ 13 50
12 to 15 gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

GENERAL REDUCTION IN HAMMER QUOTATIONS

Montreal.

A reduction of approximately 12½ per cent. is announced on practically all kinds of hammers including nail hammers, sledges, blacksmiths' hand hammers, mauls, machinists' hammers, riveting hammers, etc.

LOWER QUOTATIONS ON CAST IRON CHAUDRONS

Montreal.

Revised quotations are announced on the various sizes of cast iron chaudrons, both in plain and flanged. Following are new lower prices:

Plain, No. 8, $0.80, No. 9, $0.95, No. 10, $1.20, No. 11, $1.35, No. 12, $1.65, No. 13, $1.85, No 14, $2.10 each.

Flanged, No. 8, ..., No. 9, ..., No. 10, $1.25, No. 11, $1.40, No. 12, $1.75, No. 13, $2.10, No. 14, $2.20 each.

MAY BE HIGHER SHEET PRICES AT EARLY DATE

Montreal

Improvement in the sheet markets and the firmer tone at primary centres has advanced to the stage where higher prices are looked for by local distributors in the near future. In Southern markets the advanced quotations, are now more generally adopted, and the industry is continuing to make satisfactory progress with reports of capacity production in certain quarters.

For imported products from England it is stated that the market here is also firmer, and in the case of English galvanized sheets, prices show signs of stiffening. Opening of direct navigation to Montreal is expected in a few weeks, and new shipments will arrive. With these conditions prevailing in both American and English markets, any example in this respect will no doubt be followed by domestic producers. Following are present quotations:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

CANADA PLATES

Half Bright—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 62s	7 75 box

ACTIVE MOVEMENT IN DIFFERENT WARES

Montreal

Manufacturers of wares now pronounce the movement of their various lines as quite active, particularly enameled ware and aluminum ware. The former has shown a steady improvement since the first of the year, and sales records show a decided increase over last year. Aluminum ware has also shown a corresponding increase, this line becoming more popular each season. Tinware is holding its own, seasonable lines selling in satisfactory volume. There is no particular change in quotations on any products, the market in general being on a fairly steady basis.

PRICE REDUCTION IN COMMON CLOTHES PINS

Montreal.

Lower prices are given on common clothes pins, and the new price is $1.65 per box of 5 gross.

INCREASED QUOTATIONS ON WOOD SCREWS

Montreal

A revision has been announced in the discounts on wood screws, resulting in an advance all through the list of around 12 per cent. Following are the new discount levels:

WOOD SCREWS—	
Flat head bright	82-½-/5
Round head bright	80/5
Oval head bright	80/5
Flat head brass	77½-/5
Round head brass	75/5
Oval head brass	75/5
Flat head bronze	72-½-/5
Round head bronze	70/5
Oval head bronze	70/5

Discounts quoted above, off standard list, adopted August, 1, 1908.

BETTER TONE EVIDENT IN CORRUGATED SHEETS

Montreal

A somewhat firmer tone exists in the corrugated sheet market owing to the improvement noted in flat galvanized sheet. While this is not yet of sufficient extent to directly reflect on corrugated sheets, according to a local dealer, it tends to offset the easier tendency displayed in recent weeks owing to certain distributors offering a price concession, especially on the heavier gauges. Future developments in the galvanized sheet markets will be closely watched by those interested, and it is thought that if the strength continues locally, it would not be long before a corresponding firmness would be noted in corrugated. Following are present list prices and discounts

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins, 75c a square extra.

GASOLINE AND COAL OIL AT UNCHANGED FIGURES

Montreal

Although motor oils and lubricating oils have shown a reduction in recent weeks, gasoline and coal oil remain at unchanged price levels. Crude oil shows slight fluctuations, with little material change in the past few weeks. With increased sales of gasoline since the opening of more open weather, the undertone of this product is strengthened somewhat in comparison with its allied product, coal oil. Further activity, however, is expected in the latter as soon as the weather permits the use of oil stoves. Gasoline is quoted at 32½ and 35½ cents, coal oil at 22 cents.

STEEL IMPROVEMENT NOW MORE PRONOUNCED

Montreal

The firmer undertone displayed in iron and steel products generally is more pronounced this week. Stiffening of prices at primary centres becomes more general from week to week, this movement being continually encouraged by necessary increased production. One local distributor stated to Hardware and Metal that he would not be surprised if a general price increase was quoted within the next week or ten days. Apart from the improvement at the mills, consuming demand continues to expand, and during the past week sales increased appreciably. It is apparent that the present healthier state of the market is considered more than a temporary condition, and while the improvement has taken quite a time to make its appearance, it is felt that the industry is now definitely on the road to recovery. Current prices follow:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

NO FURTHER CHANGE IN WASTE MATERIALS

Montreal.

Current quotations on waste materials are nominally unchanged since the revision of last week. It will be remembered that in these revisions, the boiler plate price was increased, which is really the first advance in quotations for some months past. It is now stated by dealers that with the opening of Spring weather, and the improvement in the steel industry, a better tone should soon be in sight for scrap metals, especially those of iron and steel. The market remains in a very quiet state, but heavier consumption is looked for during the following weeks. Following are unchanged nominal quotations:

Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 05
Red brass	0 08¼
Light brass	0 03½
Scrap zinc	0 03
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10
Wrought iron, R. Rd., No. 1 per gr. ton	9 00
Malleable scrap (ton)	8 00
Pipe scrap (ton)	6 50
Heavy melting steel	6 50 7 00
No. 2 busheling	3 00
Boiler plate	7 00
No. 1 machinery cast	26 00

SLIGHT SLACKENING IN MOVEMENT OF EAVESTROUGH

Montreal.

While trade in eavestrough and conductor pipe has shown a gradual improvement through past weeks, a slight slackening in the movement has been noted in the past week or so. This, however, is only considered temporary, and dealers anticipate an active season in the following spring and summer months. The firmer tone in galvanized sheets is being watched with interest by manufacturers, and although a stiffening of prices in the sheet market would take a little time to reflect on these products, a continuance of strength in sheets, assisted by a more active market would firm the situation considerably for the active season later on. Unchanged prices and discounts are the following:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

3 inch	6 00
4 inch	10 50
Plain or corrugated.	dozen
2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

INGOT METALS CONTINUE TO SHOW IMPROVEMENT

Montreal

The slightly better tone in the ingot metal markets referred to last week remains, and several lines have shown a certain amount of firmness. It cannot be said that this has been followed by any great volume of buying locally, but the improvement shows signs of greater confidence.

TIN.—This metal showed a sharp advance in the early part of the week, but it is considered doubtful whether the advance will hold. The local market, however, is quite firm and stocks are rather light pending further arrivals upon the opening of navigation. The market locally is firm at 35½ cents.

COPPER.—Copper is strong both in London and New York, without any marked change in the situation. It is not likely that the situation will change materially until stocks are lessened. Locally the market is quiet at 16¾ cents for casting.

SPELTER.—This metal has been quite strong at East St. Louis, but no marked revisions have been recorded in either primary or domestic centres. Locally spelter is firmer in sympathy at 7½ cents.

LEAD.—This is the strongest metal on the list, and the price in southern circles has advanced slightly during the past few weeks. The London market is also firm. The local trend is based on English lead, and with navigation soon opening direct to Montreal, the price is not appreciably changed. Local price is firmer at 7 cents.

ANTIMONY.—There is no particular change in the price of antimony, but the market is steady with a little more activity. Locally prices are unchanged at 6½ cents for Chinese and 7½ for high grade English.

ALUMINUM.—This metal fails to make any impression either on the local or outside markets. Quotation remains unchanged at 24 cents.

Toronto Markets

TORONTO, April 13.—The general price trend is still in a downward direction, with a number of reductions again recorded this week. Lower prices have been announced on wire lawn rakes, post hole augers, egg crates, steel squares, and spring hinges, while practically all makes of drills have easier quotations through revised discounts.

On the other hand, higher prices have been recorded on wood screws, a development which was outlined in last week's issue of Hardware and Metal. Some advances are also noted on various wire products in southern markets, but such changes have not yet been reflected on domestic centres, although it is generally considered that there is a possibility of the new levels being uniformly adopted.

The sheet markets continue to register activity, while a firmer tone has developed in practically all steel and iron quotations. Boiler tube prices, however, are described as still nominal, quotations ranging according to specifications and delivery. Marked activity is noted in tin plate circles. Scrap steel is now slightly firmer, but the general condition of waste materials is not much improved. Construction work creates an active movement in builders' hardware, and the advent of Spring has brought an increased demand for baseball supplies, as well as an early call for other summer sport goods.

LOWER PRICES ON WIRE LAWN RAKES

Toronto.

New lower prices have been announced on wire lawn rakes. The revised quotations on these products follow:

WIRE HAND RAKES—

Sizes	per doz.
20 teeth	$5.50
24 teeth	5.85
36 teeth	10.80

CHANGE QUOTATIONS ON POST HOLE AUGERS

Toronto.

The Rodgers line of post hole augers have now experienced a slight price reduction. The new quotations are as follows: 8 inch, $29.40: 9 inch, $30.00.

SLIGHT CHANGE IN WIRE SAWDUST PRICE

Toronto.

A slight reduction has been recorded in the current prices on wire sawdust, this product now being quoted at thirty cents.

EGG CRATE PRICES REGISTER REVISION

Toronto.

Revised price levels have been announced on the H & D line of egg crates, these products now being quoted at $5.80 per doz.

SOME ADVANCES NOTED ON WIRE PRODUCTS

Toronto.

An advance in prices on certain wire products has been recently announced by some of the wire manufacturers in the south. The various items recording an increase in quotations are, wire nails, cement coated nails, polished staples, galvanized staples, painted barb wire, and galvanized barb wire. Other lines, such as plain wire and galvanized wire, remain unchanged in price at present. Whether these advances will be reflected on the domestic markets is stated as depending upon the uniformity of such revised levels, and the possibility of these being generally adopted by other producers.

PRICE DECLINE NOTED ON STEEL SQUARES

Toronto

Lower quotations also appear this week on steel squares. The revised levels on the products follow: No. 3, $21.-60: No. 14, $19.60: No. 100, $24.00; with the usual extras on nickel-plated and blued.

DRILL PRICES LOWER THROUGH NEW DISCOUNTS

Toronto.

A general revision has been announced in the discounts of practically all makes of drills. This change results in prices being on a lower level. Bit stock drills, jobbers, blacksmiths', straight shank, and wood boring drills, are all quoted at sixty per cent off, compared with the former levels of 47½ and 50. However, some of the quotations recorded locally differ slightly, 55 and 5 per cent. being also noted.

PRICES REDUCED ON SPRING HINGES

Toronto.

Certain makes of spring hinges are now lower in price, the revised quotation announced on the No. 20, screen door hinges, being $21.25 per gross, or $1.80 per dozen.

HIGHER PRICES APPEAR ON WOOD SCREWS

Toronto

As outlined in last week's Hardware and Metal market report, an advance has now been announced in quotations on wood screws. The discounts have been revised all through the list, the change resulting in an increase on the current market quotation pages.

SHEETS CONTINUE TO REGISTER ACTIVITY

Toronto.

In sheet production centres, the proportion of new tonnage still continues on an ascending ratio, and certain mills report heavier bookings than since the war years. The sheet tonnage on the whole has not been equalled for almost two years. While the coal strike in the south has so far failed to produce any major disturbance in manufacturing activities, and is not generally regarded with any degree of apprehension, yet a feeling is noted that much of the present activity is for stock purposes, with the demand from manufacturing consumers of sheets having been somewhat hastened because of the coal situation. On the domestic markets, sheets continue to record improved activity, with prices considerably firmer. While no general advances have yet been recorded, viewed in the light of recent increases in the south, a slight comparative change is considered not unlikely in some quarters. Following are the average current prices:

BLUE ANNEALED—

10 gauge, base	3 50	4 25
12 gauge	3 65	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40

BLACK—

18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75

	Premier and Apollo
10¾ oz.	6 75
U. S. 28 base	5 35
U. S., 26 gauge	5 05
22 and 24	4 90
18 and 20	4 75
16	4 60
12 and 14	4 45

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

ADVENT OF SPRING BRINGS EARLY CALL FOR BASEBALL GOODS

Toronto

The current demand for baseballs and baseball supplies is described as surprisingly good for so early in the season. Some dealers are looking forward to fresh records in the movement of such products, especially in view of the fact that the few earlier spring days recently experienced, aroused keen interest in baseball and similar summer pastimes.

FIRM TONE DEVELOPS IN STEEL QUOTATIONS

Toronto

Throughout the iron and steel market, a strong stiffening tendency as regards prices continues plainly in evi-

dence. While some steel products have definitely higher quotations, other commodities such as bar iron and steel have reflected this movement in the practical elimination of price concessions previously noted. Structural steel is stated to be in better demand on the domestic markets, but as large construction work is not numerous, it is considered that some buying is for stock. Local quotations are now considerably firmer at the following levels, which cannot be looked upon as nominal any longer:

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	80 00
Cast tool steel, medium	18 00

BOILER TUBE PRICES STILL NOMINAL

Toronto.

Distributors state that although current business is coming along in fairly satisfactory volume for this time of the year, yet the boiler tube market has not attained the stabilization hoped for. Prices are still entirely nominal, being made according to the individual order and on the length and sizes required. Each specification is generally being treated on its merits, and local dealers claim that competition from various outside points, has kept quotations in a more or less unsettled condition. Following is an average list representing approximate levels in effect locally:

BOILER TUBES—	Seamless	Lapweld.
1 inch	$21 00	$.....
1¼ inch	21 50	.....
1½ inch	22 00	.....
1¾ inch	23 00	.....
2 inch	22 00	17 00
2¼ inch	26 00	18 00
2½ inch	30 00	20 00
3 inch	34 00	25 00
3¼ inch	43 00	27 00
3½ inch	47 00	28 00
4 inch	58 00	35 50

TRADE SLIGHTLY BRISKER IN LEAD PRODUCTS

Toronto.

The activity recorded in lead and zinc products during March is generally described as larger than the previous month. Prices on these goods remain at recently revised levels, with trade slightly brisker, and better prospects now reported. Distributors state that more business is in sight, a situation which has not been apparent for some months. Following are the prevailing quotations:

LEAD AND ZINC GOODS—		
Lead pipe, list, per lb.		0 12
Lead waste pipe, list, per lb.		0 13
Do., over 8 in., list, per lb.		0 14
Lead pipe is subjected to a discount of		10%
Lead traps and bends		0 17½%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.		0 09
Cut sheets. ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly. lb.		0 22½
Do., commercial, lb.		0 21
Do., guaranteed, lb.		0 24
Do., wiping, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

MARKED ACTIVITY IN TIN PLATE CIRCLES

Toronto.

A remarkable degree of activity is noted in tin plate production circles, recent reports from the southern mills indicating that the tonnage has not been equalled since June, 1920. Demand is also recorded as satisfactory, with the domestic trade registering improvement since the recent reduction in prices. It is stated that Canada has been taking a considerable share of Welsh tin plate. One order included 250 boxes. In connection with the Welsh tin plate industry, it is noted that workers associated with the steel trade in South Wales have lately agreed to a marked decline in wages. Following are local tin plate quotations:

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 60

MARKET OUTLOOK FOR CORRUGATED IMPROVES

Toronto.

The market for corrugated sheets has recently shown signs of improvement, with industrial building reflected in the demand for the heavier gauges of corrugated. The fact that there was practically no activity as regards industrial erection last year, resulted in a generally depressed situation in these products. According to manufacturers and distributors, however, the movement of lighter gauges is also recording increase, and the outlook is generally described as much improved.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

CURRENT TRADE FAIR IN ROPE AND CORDAGE

Toronto

In discussing the prevailing business in rope and cordage with manufacturers and distributors, the opinion was expressed that current trade is not up to standard, when compared with some previous seasons. However, it was stated that taking prevailing market conditions into consideration, business is generally looked upon as fair under the circumstances. Improvement as regards both the volume and size of orders, is looked for in the near future. Quotations remain unchanged on all grades of cordage.

SCRAP STEEL NOW SLIGHTLY FIRMER

Toronto

Scrap materials show little change. Copper scrap is most wanted and around 10.50c is still obtainable for heavy copper and wire. Yellow grades sell but prices are rather irregular. White metals hold firm, and are in slightly better demand.

Scrap iron and steel is sympathetically stronger with rising markets in the south, but domestic consumers are not offering any higher prices, and only cast scrap is moving with any degree of freedom.

The following are averages of dealers' buying prices for large quantities:

SCRAP MATERIALS

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	14 50	15 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 60
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Solid tires	0 75	1 25
Auto tires	0 50	0 60

OPTIMISTIC OUTLOOK IN WROUGHT PIPING

Toronto

List No. 54, still governs the domestic pipe markets, with current conditions in this industry registering very little variation. Some development is noted in the primary steel markets where price shading between opposing interests is again reported, but domestic manufacturers and distributors report that no changes are, at present, being contemplated. Current business is described as comparing very favorably with the volume of trade last year, while increased activity is generally reported during recent weeks. With an improvement in basic market conditions during the ensuing months, the outlook is stated as generally optimistic.

BRISK DEMAND FOR BATHROOM FIXTURES

Toronto.

Wholesalers report that the large number of new homes heing erected has created a better demand for bathroom fixtures of various kinds. One merchant stated to Hardware and Metal that the volume offering in this direction is very pleasing as well as providing leads for the sale of other seasonal needs. Some minor price adjustments have recently been made in some of these products, and dealers therefore look for a brisk movement during the current season.

London Markets

LONDON, April 13.—A reduction in the quotations on jobbers' and blacksmiths' drills, through revised discounts, furnishes the principal price development on the current hardware markets. Other changes include an increase of five cents per gallon in turpentine prices, while a recession to a similar amount is recorded in linseed oil. Quotations on other seasonal lines generally remain unchanged.

The warm weather has had a stimulating effect on trade and business is reported good during the last part of the week. Garden tools, fencing, poultry netting, house-cleaning supplies, paints, oils, etc., are all in good demand.

REVISED DISCOUNTS BRING LOWER DRILL PRICES

London, Ont.

All jobbers' and blacksmiths' drills are now reduced in price through a revision in the discounts. The new quotation is list less 57½ per cent. Bit stock and wood boring drills, however, remain unchanged at the previous discount of 47½ per cent.

LINSEED OIL PRICES RECEDE FIVE CENTS

London, Ont.

Another recession to the extent of five cents per gallon has been recorded in linseed oil quotations, this change bringing the nominal price level to $1.05 for raw and $1.08 for boiled in one and two barrel lots. The current sale of this product now shows considerable improvement:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal	1 05	1 08
3 to 5 bbls., per gal.	1 04	1 07
6 to 9 bbls., per gal	1 02	1 05
Less barrels, add 15 cents gal.		

ANOTHER INCREASE IN TURPENTINE PRICES

London, Ont.

The tone of the turpentine market has improved somewhat during the past few days, and fresh receipts are of a very light nature. This situation, combined with a temporary shortage of current supplies, both on the domestic and primary centres, has caused the firmer attitude noted in this product. Prices locally have now recorded an advance of five cents per gallon, this change bringing quotations to the following levels:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 30
2 to 4 bbl. lots	1 29
5 gal. lots	1 45

BUILDING STIMULATES ACTIVE NAIL DEMAND

London, Ont.

With the added stimulation of brisk building activity, the seasonable movement of nails, usually noticeable at this time of the year, has recently been more accentuated. There have been no further revisions in price, the following quotations prevailing:

NAILS	
Wire, base	3 65 per keg
Cut, do.,	4 35 per keg.

SUMMER IS HERALDED BY MOVEMENT OF TENNIS RACQUETS

London, Ont.

Signs of spring and warmer weather are accentuated by the recent movement of tennis racquets. These goods are now selling, together with a number of other sport supplies. Quotations on the Bentley make of racquets are as follows:

TENNIS RACQUETS—	Each
Leader	1 80
Triumph	3 25
Defiance	4 50
Queen	4 85
Dreadnought	6 50
Championship	8 35

IMPROVEMENT NOTED IN ROPE AND CORDAGE

London, Ont.

With the opening of spring weather, the sales of rope and cordage are generally reported as on the road to improvement. Distributors describe the outlook as fairly good, with current trade as well as can be expected, taking into account the general circumstances surrounding trade. Following are the unchanged price levels on these products:

ROPE—	lb. base
Pure Manilla	23c
Beaver Manila	20c
New Zealand Hemp	20c.
Sisal	18c.

BRISK SEASON IN AUTO ACCESSORIES

London, Ont.

Automobile tires and tubes, together with many lines of auto accessories are experiencing good sales at present. Spring has brought increased opportunities for sales of these products, and many hardware merchants are featuring them as leaders and specials in their seasonal sales.

Winnipeg Markets

WINNIPEG, April 13.—Changes in quotations recorded on the current hardware markets are all in a downward direction. Reductions are noted this week on such products as cotton clothes lines, steel stencil figures and tubular rivets. Quotations on other primary markets at present remain generally unchanged.

Reports covering business conditions continue to indicate gradual improvement. A steady volume of small orders is being received, but the forward buying in quantity is the chief complaint from jobbers and also manufacturers. However, this condition is expected to last for some time pending more stabilized market conditions.

REVISED PRICE LEVELS ON STEEL STENCILS

Winnipeg.

A reduction price on steel stencil figures is shown in latest quotations. Following are the revised prices:

STEEL STENCILS—
⅛ in., $1.00 per set.; ¼ in., $1.20 per set.; ⅜ in., $2.30 per set.

REDUCED QUOTATIONS ON TUBULAR RIVETS

Winnipeg.

Prices are lower this week on tubular rivets. Following are the latest quotations:

TUBULAR RIVETS—
¼ in., $2.47 per doz. pkgs.; ⅜ in., $2.73 per doz. pkgs., ½ in., $2.90 per doz. pkgs.; ⅝ in., $3.17 per doz. pkgs.

IMPROVED DEMAND FOR STEEL PRODUCTS

Winnipeg.

The demand for iron and steel shows a slight improvement during the past week. It is felt however that on account of no great movement in larger building construction, sales will not be as large as in previous years. However, it is thought that a greater improvement will be realized than exists at the present. Quotations locally are unchanged, but generally considered firm. Following are the unchanged prices:

BAR IRON—	Per 100 lbs.
Rounds and Squares 3-16, ¼ and 5-16 base	4 15
Rounds and Squares ⅜ to 2 and Flats up to and including 1 x 4 base	4 00
Rounds and squares over 2 up to and including 2¾ and Flats over 1 x 4 up to 6 wide. base	4 75
Rounds over 2¾ to 6 base	5 25
Band steel, base	4 50
Sleigh Shoe Steel, base	5 25
STEEL—	
Soft or mild rounds and squares 3-16, ¼ and 5-16 base	4 15
Rounds and squares ⅜ to 2 and Flats up to and including 1 x 4, base	4 15
Rounds and squares over 2 up to and including 3 and Flats over 1 x 4 up to 6 wide, base	4 75
Rounds over 3 to 6, base	5 25
Tire Steel,	5 50
Spring Steel	9 30
Harrow Tooth Steel	6 55
Cant Hook	7 30

ONLY FAIR DEMAND FOR RANGE BOILERS

Winnipeg.

There is very little change in the range boiler situation, sales continuing at just a fair rate, and quotations of an

unsettled nature. Prices are generally quoted at a net figure, but a few are still quoting discounts off list prices.

It is thought business will improve in the near future, the opening of the spring months usually producing more activity in lines pertaining to the building trade. There is little or no change in the boiler markets. Following are the unchanged prices:

RANGE BOILERS—
30 gal., $9.60.; 35 gal., $13.25; 40 gal., $16.25; 52 gal., $23.45; 66 gal., $33.15; 82 gal., $40.60; 100 gal., $62.50.; 120 gal., $75.00.

SLIGHT IMPROVEMENT NOTED IN MOVEMENT OF EAVESTROUGH

Winnipeg

An improvement is noticed in the movement of eavestrough and conductor pipe, although current business is still described as moderately light in this line. There is, however, an optimistic feeling that a fairly good trade will be anticipated owing to the season opening up early and the prospects of a fair amount of building activity.

Stocks are reported to be in a fairly low condition, with the following unchanged quotations at present in effect:

EAVESTROUGH—
8 in., $5.06 per 100 ft.; 10 in., $5.63 per 100 ft.; 12 in., $6.75 per 100 ft.; 15 in., $9.38 per 100 ft.

CONDUCTOR PIPE—
2 in., $6.19 per 100 ft.; 3 in., $7.13 per 100 ft.; 4 in., $9.00 per 100 ft.; 5 in., $12.75 per 100 ft.

ROLLER SKATES POPULAR

London, Ont.

A brisk seasonal sale continues to be recorded for roller skates, with prices remaining at the present season's levels. Following are quotations on one make of roller skates:

ROLLER SKATES—
No. 3 Steel Wheel, $1.10 pair.
No. 5 Ball Bearing, $2.65 pair.

WHEEL BARROWS NOW IN SPRING MOVEMENT

London, Ont.

Dealers now report that wheel barrows are in fair demand, the advent of spring weather having stimulated the demand for these goods. Prices are as follows:

WHEEL BARROWS—
City Pattern Garden, $4.85 each.; Regular Size Garden, $6.75 each.; Regular Size Farm, $6.75 each.

GARDEN SYRINGES NOW IN SEASONAL DEMAND

London, Ont.

Brass garden syringes are now recording a seasonal selling movement. Prices on these products remain unchanged at the following levels:

1½in. x 18in. .....$21 50 doz.
1½in. x 16in. ..... 20 50 doz.

LOWER PRICES ON COTTON CLOTHES LINES

Winnipeg.

A reduction in price is recorded on cotton clothes lines. Following are the latest quotations on these products:

48 ft. .....$3.20 per doz.
60 ft. ..... 4.00 per doz.

Hamilton Markets

HAMILTON, April 13.—The feature of the current market reports still centres around the recent firmness in practically all phases of the steel industry. This strength is not alone confined to the market undertone, but is apparent through the development of higher price levels on galvanized and black sheets in southern primary centres, and also in the stiffening of prices on various finished and semi-finished steel products.

Improvement as regards the volume of demand experienced during the past few weeks, provides one of the pivots of the present situation, this being the turning point in the market as well as marking an increase in production activity. Recent purchasing for stock requirements has added considerably to the confidence in future developments, displayed by both producers and consumers alike. There have also been many inquiries of a more substantial nature evident during the latter portion of March and the early days of the present month; but although seasonal improvement in this direction was naturally anticipated during the Spring, discussion has arisen as to whether the present degree of activity can be proportionately maintained throughout the ensuing months.

Good Weather Stimulates

In seasonable hardware lines the advent of more suitable weather was hailed as a stimulant for added briskness in the movement of the products by practically all phases of the trade. Indeed, the hardware industry was beginning to feel the need of incentive in this direction in order to maintain the normal ratio of prevailing activity expected. Retail merchants record the fact that consumer demand is more in evidence, and both manufacturers and distributors of Spring goods are looking for repeat orders to develop.

The touch of warm weather recently experienced in this district also brought forth an active call for many summer lines, especially baseball requisites, fishing supplies, and other summer sporting goods generally. During the past few days, Hamilton merchants have been engaged in attracting Easter trade through the careful display of new and seasonable merchandise. Household goods of various kinds have proved extremely popular in certain quarters, while tools, building supplies, paints, builders' hardware, electrical products and garden necessities are included among those products registering special activity.

Market Stabilization

Recent price developments tend to demonstrate the fact that certain markets are still somewhat unstable, and the policy of moderate commitments is generally being adhered to. Outside of the stiffening recorded in steel prices, and the firmness recorded in shellac and turpentine, other quotation changes have provided easier price levels. One wholesaler, when discussing this phase of the prevailing markets with Hardware and Metal pointed out that while some reductions continue to appear at different intervals, yet the new range of quotations announced on these various products now generally remain in effect for a longer period than formerly. In other words, current changes cover different lines, and are not so frequent as have been noted during the past few months.

Pittsburg Markets

PITTSBURG, April 13.—An advancement in prices in certain wire products, provides additional evidence of the stiffening in southern steel price levels generally. Quotations on bar products continue to firm up, while production activity continues to maintain a satisfactory degree of increase.

Encouraging Increase.—The rapid increase in production is very encouraging to the entire trade, sellers and buyers alike, but at the same time it sounds a note of warning. At the middle of last July the rate was barely over 10,000,000 tons, July as a whole having shown a rate of 11,000,000 tons. It is obvious that actual consumption has not tripled in less than nine months. General business has undoubtedly improved rather steadily, but there could be no such change as indicated by the figures. The extremely low production of last July was explained by buyers of steel being in the act of reducing their stock, and it is just as reasonable to assume that of late they have been replenishing their stocks.

The pace of increase cannot be maintained, for a continuance would in three months, i. e., by the middle of June, bring a rate equal to the record high rate ever seen, and in two months more the entire capacity would be in operation. Underlying conditions are not thus far justifying any such exhibition.

Viewing the matter in another light, experienced observers are practically a unit in asserting that actual consumption is at nothing like a rate commensurate with the production. The conclusion is that buyers have been adding to their stocks.

Real Economy Basis of "Save the Surface"

A. J. WEBB

Some Suggested Leads for Paint Business for the Rural Hardware Merchant—Exposing Weather Worn Surface in the Window Alongside Freshly Painted and Well Protected Surface is Effective

Written for Hardware and Metal by A. J. WEBB

THIS article is being written more particularly for the rural hardware merchant, who can do much towards making a success of the "Save the Surface" campaign, the result being in accordance with just how much enthusiasm and interest he will put behind it.

We would suggest to this dealer that he start the spring of 1922 first and foremost by painting and brightening up the exterior of his own store. It will well repay the dealer many times over by the smart and attractive appearance his premises will present and which will indicate that the dealer is a practical believer in what he is preaching. You cannot expect to develop a paint business from a dilapidated or weather beaten store, and it certainly is highly to the dealer's advantage to commence the spring season of 1920 by taking some of his own medicine.

Let us suggest an extra special display of paints, varnishes, brushes, etc., in his window, devoting more time and space to this effort than possibly has been done in the past. A well laid out window, showing a good display of color cards showing the various tints and combinations will go a long way towards interesting the general public in the use of paints and varnishes, while if the dealer circularizes his neighborhood, or gets the manufacturer of his paints to do this for him, sending him a list of all good prospects, much work can be accomplished in this way also.

There is a great difference between the business that can be developed by the dealer who is content to stay at home in his store, as against the dealer who will interest himself in the various prospects that are always on hand in his own town, and which can be gotten after by either personal effort, or through the mails.

Economy Is Big Factor.

We believe that if the very great economies that are derived by the use of paints be brought home to the owners, more so than the decorative effect, that the dealer will find he can obtain business which he might otherwise have thought almost impossible. Slowly and surely is the public of Canada coming to realize that to paint up, or to varnish, is nothing more or less than the best form of economy, but it is up to the dealer to keep the ball rolling by his own efforts in this regard. Let him believe fully, implicitly in the importance of "Paint-Up"—and varnishing, and he will then be in a much better position to hand over this same spirit to the prospective customer. We can all talk much better about a proposition when we actually believe in it ourselves, and if the dealer will keep this in mind the wonderful savings, running into many millions of dollars, that are effected in Canada yearly, by the "Saving the Surfaces" of the various buildings, homes, etc., which exist in Canada he will surely be able to put up a pretty strong argument to any of his "would be customers," who possibly are wavering as to whether they are going to paint or not. There is nothing however, that puts this message across quite so clearly, quite so convincingly, to the property owner, as actual, visual evidence of the losses sustained by not properly painting the surface by a coat of paint or varnish. In each locality there are, unquestionably, houses that are simply ruins through this neglect, and we would suggest wherever possible that the dealer obtain a piece of the weather-beaten side of the house, or the porch which has simply rotted through, owing to the fact that it has never been painted, and expose it in his window together with another piece of wood that has been painted regularly, and which has possibly stood the test of time for perhaps twenty years. Get some of those old curled up shingles off the barn or out-building, that has never been shingle-stained, and show it side by side with a new shingle, newly stained, or better still a shingle taken off a barn or outbuilding that has been treated properly with shingle stain, and which will be in perfect condition. When shown side by side the argument is driven home with irresistible force while displays of this nature can be assisted very materially by the dealer's own personal touches, or possibly by some little printed card stating, for example, "does it pay to paint?" or something of that nature. Nothing appeals more strongly to the property owner, than to see the two results side by side and there is no question that it sinks right home—far more than merely talking about the matter will ever do.

Economy of Saving the Surface.

The "Save the Surface" campaign is effective because the basic foundation on which it is built, contains real economy which cannot be denied, while the more the campaign is advanced the more

(Continued on page 64)

"Save the surface and you save all" *Paint & Varnish*

Take Advantage of the Seasonable Weather to Impress Your Customers with the Value of Service Protection to Their Property When They Use

RAMSAY'S

"The Right Paint" **"To Paint Right"**

"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

Don't Let Your Stocks Run Low

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes since 1842

MONTREAL - TORONTO - WINNIPEG - VANCOUVER

WINNIPEG BRANCH—123 BANNATYNE AVE. EAST VANCOUVER BRANCH—126 PENDER ST. WEST

DISTRIBUTORS—EDMONTON DISTRICT: Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT: The McDonald Baker Co., 818 8th Ave. W., Calgary. NOVA SCOTIA: Jas. Simmonds, Limited, Halifax, N. S.

If interested tear out this page and place with letters to be answered.

The Brush Department

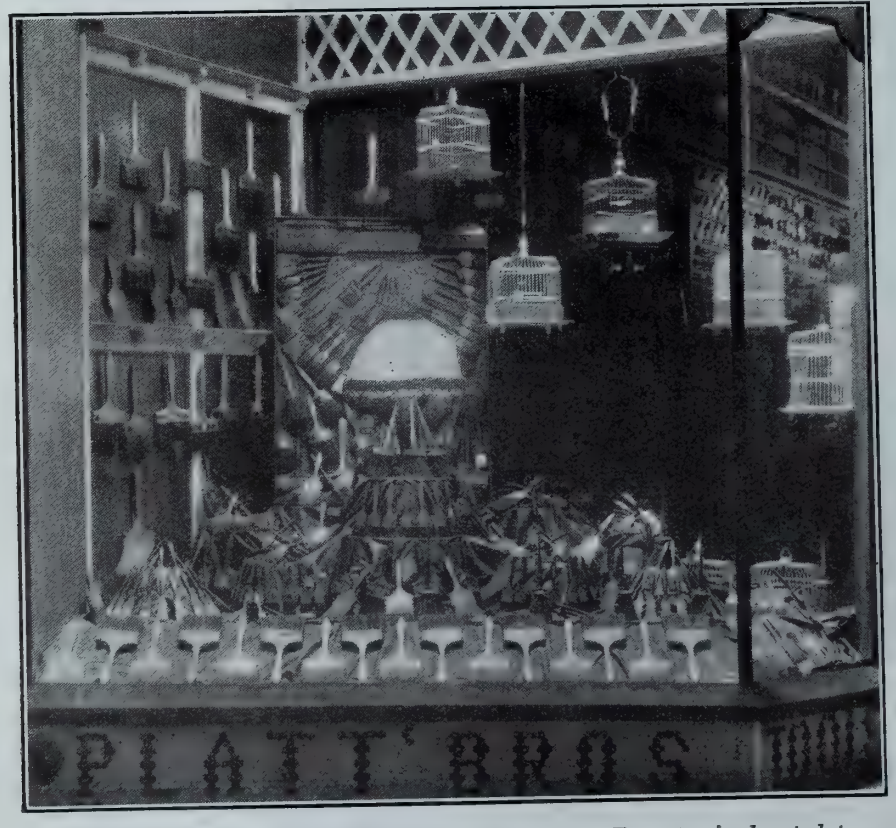
Links Brushes With Spring Clean-Up

Platt Bros., Toronto, Devote Window to Special Display of Wide Range of Brushes—How Brush Sales Are Made to Prospects in Connection With House-cleaning Work

TANGIBLE results in the form of increased sales and a greater degree of consumer interest were obtained from a special window display of brushes by Platt, Bros., Hardware, St. Clair Ave., W., Toronto. The display, which is reproduced herewith, occupied the full left-hand window, or half of the entire store front. It grouped an extensive number and many different sizes and styles of brushes in a pleasing manner, and succeeded in doing this without any effect of crowding.

Painters' and decorators' brushes were arranged in an artistic manner to form the background, while kalsomine, dusters, and brushes of miscellaneous types comprised the body of the display. Individual groups composed of different sizes and styles of bristles, were arranged in neat formation, giving the appearance of freedom and yet combining a uniform display of paint and varnish brushes, while at the same time eliminating any impression of congestion.

According to Mr. Platt, the window remained unchanged for a period of around ten days, and during that time brought in a considerable number of Spring brush sales, both from the paint trade and householders who evidently intended to do their own decorating. J. Dorion arranged the display, and a further ready supply of brushes of all kinds were available in the centre of the store to meet customers' requirements. In conjunction with this display, it was pointed out to Hardware and Metal by Mr. Platt, that special attention had also been devoted to impressing the passer-by with the importance of Spring clean-up and paint-up, and a share of the current advertising was also given over to house paint lines. A generous grouping of ready-mixed paints attracted the prospective customer just inside the store, while household brushes in varied types and bristles, were in close proximity to the interior supply of painters' brush requirements.



One of the chief windows of Platt Bros., Hardware, Toronto, is devoted to an effective arrangement of brushes for housecleaning and painting. The window attracts prospects and once inside the store other arrangements of brushes in close proximity to paints results in stimulating trade in both lines.

PREPARE SPRING CLEAN-UP

(Continued from page 47)

From there, until the utensil enters another furnace where the initial coat is baked on. Later on, it is allowed to cool, and then glazed. "The first coat," explained Mr. Henry, "anneals to the iron. The second coat is one of white over the black, which must likewise be baked on, and then the third produces the various brands of the finished product."

Various pertinent features, including selling points and comparative values, were then outlined, and at the close of his address, Mr. Henry answered a number of questions on various points. An invitation was then extended to the members of the Toronto Retail Hardware Club to visit the manufacturing plant of the Sheet Metal Products Co., and witness the processes described. After a vote of thanks had been accorded the speaker, the suggestion was made that the executive of the club consider the advisability of engaging more or less regularly in educational outings in the nature of visiting available plants where the manufacture of hardware products was the principal feature.

Tribute To Retailers.

Geo. E. May, president of the Ontario Retail Hardware Association, referred briefly to the decision to hold the 1923 convention in Toronto, and in reply W. Crawford, sales representative of the Sheet Metal Products Co., pledged to endeavour to secure the generous support of Toronto salesmen in making the 1923 convention the best in the history of the provincial organization. Tribute was also paid to the initiative displayed by the retail merchants in organizing the club, and also upon the splendid condition of the city stores in general. An interesting comparison was made regarding the proportion of business being attracted to the retail hardware stores to-day, with the percentage enjoyed in previous years. One speaker expressed the opinion that the proportion was slightly better than in the earlier days, due to the progress achieved by the retailer.

Mr. Henry pledged the support of the hardware manufacturers in furthering the aims of the retail association. The next regular meeting was announced by the chairman as May 8, and President Joy further indicated that a discussion on the manufacture of brushes is under consideration, and the executive would endeavour to arrange for a manufacturers' representative to attend.

Boeckh's Brush News

Consumer Confidence--- Means Increased Turnover

The successful dealer is the one who has the confidence of the consumer—and in order to gain consumer confidence, the dealer, in turn, must have confidence in the goods he is selling.

So much, then, depends on the quality, the service, the durability of the brushes you sell to your customers, that it will pay you to sell Boeckh's Brushes at all times.

They will measure up to our claims and to your claims for their durability, quality and service. We guarantee it. A man who buys one from you, will in time need another, and in nine cases out of ten, he will come back to you for it. When you sold him a brush that lived up to your claims and his expectations, you ***gained his confidence.***

Greater Turnover—Greater Profits

The greater your consumer confidence, the greater your turnover—for satisfied customers are excellent advertisements. You should, therefore, utilize every possible method in building up consumer confidence.

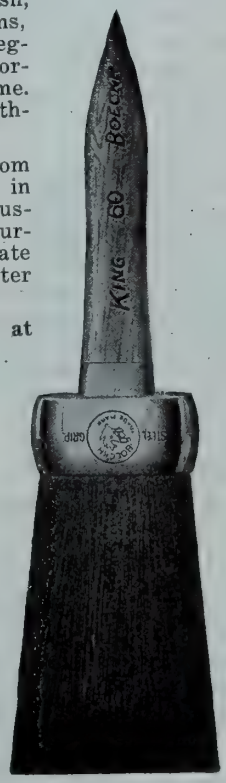
Boeckh's Brushes are a profitable line —and the dealers who find them most profitable are those who keep them attractively displayed right out front where everybody can see them.

Brush Department Sells Other Merchandise

Brushes play an important part in the selling of other merchandise, such as paints, varnishes, enamel, kalsomine, whitewash, stain, floor polish, mops, dust pans, floor brooms, etc. Many dealers have opened regular Brush Departments, so important has their brush trade become. These wise men are reaping worthwhile profits.

Get your Boeckh Brushes out from under the counter and place them in a conspicuous spot. Tell your customers about their quality, their durability, their service. It will create greater and faster turnover, greater net profits.

Just requires a little extra effort at first—that's all—try it.



The Boeckh Company Ltd.

Toronto, Canada

Distributors:

Montreal—The H. E. Smith Sales Company, 130 Craig Street West.
Winnipeg—J. B. Buckham, Esq., 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths Company, 1080 Hamilton Street, Vancouver, B.C.

Makers of Everything Good in Brushes Since 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, April 11.—Linseed oil again attracts attention in the paint markets, a further reduction of 2 cents per gallon being recorded. Lack of interest on the part of buyers, and purchases for immediate requirements only, brings the present demand below expectations for this season of the year. This condition, coupled with keen competition of European oil, has eased the flax situation on American markets considerably, and although the latter is not directly reflected on the local market it has an indirect bearing on the position of both seed and oil. There is, however, a slight improvement in the past two days and a gain of 6 points in the seed market is recorded. It is claimed that a continuance of this better tone for only a very short time is required to firm oil prices, and one local crusher stated that he would not be surprised if the turn in the market was passed. There is a somewhat firmer tone in the turpentine market owing to small stocks at primary centres, but with the new crop expected at any time, new receipts will in all probability be more ample. The market locally is firmer, after a softer tone during the week, but prices remain at last week's figures.

The opening of navigation will witness new shipments of window glass from Belgium, these being expected towards the latter end of the month. There is very little change in the market locally at present, the newer list still being quoted. Shellac continues firm with no change in prices. Paint, varnishes and specialties are now enjoying an active movement, with the undertone of all products steady.

LINSEED OIL PRICES AGAIN REGISTER DECLINE

Montreal

Linseed oil continues on its gradual decline, and current quotations this week are 2 cents per gallon lower in most quarters. Lack of interest on the part of buyers, who seem little concerned over future requirements, is said to be a feature of both the oil and seed markets in recent weeks. Foreign oil competition continues to play no small part in American markets, and while this does not directly affect the domestic situation, it has an indirect bearing locally. Unless more interest in domestic oil is displayed, it is stated that crushers need have little cause for worry over the question of seed crops.

For the local market it can be said that demand shows a gradual increase, but there is room for a great improvement, considering the active season is practically at hand. It is admitted that there is little inducement for buyers to enter the market, an easier tendency being displayed when it was least expected.

However, there are signs of improvement, and at the beginning of the week seed prices advanced 6 points in two days. It would take but little of this strength to again stiffen oil prices, and one local crusher stated that he would not be surprised if the turn was passed and quotations advanced within the next few days. Following are prevailing prices.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 98	1 00
3 to 5 barrel lots, per gal ...	0 96	0 98

Less barrels, add 10 cents per gallon.

OPENING OF NAVIGATION MAY STIMULATE GLASS

Montreal

A fairly satisfactory situation now prevails in the local window glass market, earlier building construction requiring a fair amount of supplies for this season of the year. The opening of navigation is expected to stimulate buying, and advices have been received that first shipments will arrive towards the latter end of the month. Whether this will mean an easier tone in the market is yet hard to determine, but the opinion was expressed by one large importer, at time of last revision, that a recession in prices would not be surprising when navigation opened. The newer list is fairly well maintained, although a slight price concession is offered by a few firms for immediate shipment.

PRESENT STOCKS OF TURPENTINE ARE SMALL

Montreal.

Owing to reports of small turpentine stocks at primary centres, the market is somewhat stronger than in the last few weeks. It is stated that present holdings are much lower than was generally believed, and the new crop will come at a very opportune time. With favorable weather conditions, earlier supplies from the new crop are expected within a short time, and the effect this will have on the market is yet problematic. It is thought, in some quarters, that an easier tendency will follow during the coming weeks. Demand will play an important part, however, but it is questionable whether this will be sufficient to take care of new receipts.

During the past week certain local jobbers reduced their prices in sympathy with the general situation, but with the firmer tendency now displayed, quotations are again revised to their former levels, and prices are unchanged from one week ago. The demand for turpentine, while quite active, is for smaller quantities for the most part, and one barrel shipments are being made, where formerly purchases were of considerably larger quantities. Following are unchanged quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 21
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 31

FIRM TONE CONTINUES IN SHELLAC MARKET

Montreal.

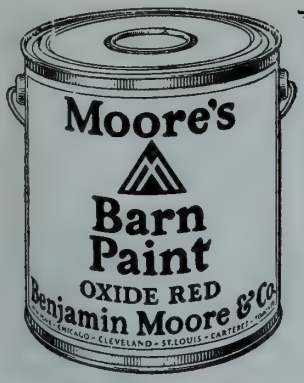
Current quotations on shellac are again unchanged this week, and the firm undertone in the market continues. Reports from India are still discouraging, and this naturally tends to keep the market in a strong position. Most of the larger users are said to be under cover for their requirements, and smaller users are protected to an extent, and there is little concern felt over the question of a shortage, up to the present time at least. Locally, demand shows activity usual at this season, with no apparent scarcity as yet, although supplies are reported as none too ample. Unchanged quotations are as follows:

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

Toronto

TORONTO, April 13.—The variance which is apparent in both linseed oil and turpentine quotations, provides one of the feature developments on the current domestic paint markets. While no general announcement has been made regarding changed price levels, yet the nominal quotations on both products are experiencing more or less shading. The linseed oil situation shows some signs of betterment due to the rise in flax seed. Whether this indicates

(Continued on page 64)



The Right Paint

to Sell for Verandah or Barn Painting

Owners and tenants — in town and country — everywhere, are making preparations for the Spring painting and clean-up season. They will be coming in to your store and asking for paint. You can safely recommend the old reliable

Benjamin Moore & Co.'s Paints and Varnishes

Moore's Quality-Made Barn Paint is a very elastic and durable paint, works easily, covers well, retains its color, will not peel or blister and is waterproof. It is composed largely of oxides ground finely and thoroughly incorporated with our processed oil. This reliable paint is especially adapted for Barns, Stables, Sheds, Fences, Bridges, Roofs; in short, it is a preservative for all wood and structural iron work. Order now for Spring.

Our line consists of

Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooreamel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint.

"Quality forever Moore"

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 62)

merely another minor fluctuation, or the commencement of general improvement, cannot, of course, be determined. However, crushers generally look for an expansion in the demand for oil during the ensuing months.

Turpentine at primary quarters is described as considerably stronger, with a shortage of ready supplies being the most notable feature. Calls have been made upon tanked reserves in some centres. Locally, some distributors indicate a shortage while others claim stocks are just moderately low. Commitments are, however, mainly of a small nature, a factor which is attributed to the pending arrival of fresh seasonal receipts.

The shellac market continues firm, with little improvement reported in the primary centres, although an average call for this product has not witnessed any marked price developments on the domestic markets. Paint and specialties are enjoying a good active movement at this time of the year, while the window glass situation is unchanged at present, although predictions as to the future trend are difficult to secure.

SHADING STILL NOTED IN TURPENTINE PRICES

Toronto.

The firmer tendency in the turpentine markets, which was indicated in last week's Hardware and Metal, has continued in evidence during recent days, and both domestic and primary centres are described as considerably stronger. No rapid price developments, however, are looked for, due to the impending new crops in the south, but a rise of around two to three cents at Savannah has been noted. Locally, quotations are somewhat unsettled, the average price being around $1.30 per Imperial gallon in one barrel lots, but shading of this level has resulted in the appearance of prices from five to ten cents lower. However, the shortage of turpentine locally, is still reported in certain quarters, while other distributors record stocks on hand.

TURPENTINE—	Imp. gal.
1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Less than 1 barrel lots—15 cents per gallon extra

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

VARYING PRICES ALSO RECORDED ON LINSEED

Toronto.

While no general price change on linseed oil has been recorded locally, yet prices show a little variance. The average level remains at $1.05 for raw, and $1.08 for boiled in one and two barrel lots, but quotations varying up to five cents per gallon lower than this, have appeared locally. In other domestic markets, a recession is recorded, of two cents. This development is described as due to the lack of interest in oil on the part of large consumers, combined with the more or less general policy of purchasing for immediate requirements only. Keen competition of European oil is also reported in certain southern centres, but this feature is not apparent where the freight haulage has to be considered. Flax seed has been improving during recent days, with more interest generally displayed in the seed markets. The anxiety regarding the future supplies of flax seed are now gradually vanishing, owing to the current quiet condition of the oil demand. Improvement in linseed oil requirements are generally looked for, but the opinion was expressed to Hardware and Metal that while there is certainly no extra abundance of seed, yet the shortage is not so acute as to cause rapid price developments. Following are representative quotations on linseed oil appearing on the local market, but as stated above, these levels are being shaded:

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 05	1 08
3 to 4 barrel lots	1 04	1 07
6 to 9 barrel lots	1 02	1 05

Less barrels, add 15 cents per gallon.

REAL ECONOMY BASIS OF SAVE THE SURFACE

(Continued from page 58)

do the property owners of Canada benefit. It is no mere selfish campaign inaugurated by any particular body of men, but is one of far reaching benefit to every person in Canada who owns property of any shape whatever.

Too long has the merely decorative effect of painting and varnishing been dangled before the noses of prospective buyers, thus leaving them the loop hole of saying they "cannot afford it" just now and so forth. When the **real** objects of painting or varnishing are driven home, then no such excuse can be offered, it cannot be accepted, as instead of the customers saying they "cannot afford" to paint, just now they will, in common truth, have to state that they "cannot afford **not** to paint." This is the idea we want to get over to the great public of Canada, and the more effort we put behind it the sooner we will do it. It has already taken root and the fruits of the campaign have been felt.

A great deal more however, can be done, and much greater benefits can be accomplished, if the work is carried along with the utmost enthusiasm and the utmost interest, which is certainly due to it.

MONTREAL BOARD OF TRADE

(Continued from page 50)

ever, was checked, temporarily at least, by the destruction of the Board's building by fire in 1901. The delay in reconstruction was temporary, for in 1902 Alex McFee, then president, laid the corner stone of a new building which both Board and tenants occupied in the following year. This building now stands as one of Montreal's most imposing office buildings, a credit to the organization whose home it is.

The Board of To-day

Standing to-day as one of Canada's most prominent civic institutions, the present Board of Trade can probably be best described in a brief way by stating that present membership totals over 2,000, with every branch of industry well represented. Apart from the main body with its council, there are separate associations each under its own executive. Among these are the following: Transportation Bureau; Montreal Corn Exchange Association; Montreal Wholesale Dry Goods Association; Montreal Metal and Hardware Association; Montreal Wholesale Grocers' Guild; Montreal Lumber Association; Montreal Produce Merchants' Association; Wholesale Merchandise Brokers' Association of Montreal; Canadian Board of Marine Underwriters; Bankers' Section; Montreal Egg Dealers' Association; Montreal Millinery Association and Montreal Real Estate Board.

Metal and Hardware Association

The birth of the Metal and Hardware Association was on February 12th, 1894. This was formed in connection with the Board of Trade, and following is resolution passed on that date:

"That it is desirable that all firms in the Province of Quebec, doing business at wholesale, in shelf and heavy hardware, or as agents for Canadian or foreign manufacturers of these goods, and the manufacturers of pig iron, and all rolling mills, iron founders and iron workers, should form themselves into a Branch Association of the Montreal Board of Trade under the title of The Metal and Hardware Association, in order to take counsel together regarding matters pertaining to the conducting of those branches of business."

At a subsequent meeting the following officers were elected:

James Crathern, president; Thos. J. Drummond, vice-president; J. B. Learmont, treasurer; F. Fairman, Jas. Phymister, Wm. McMaster, A. C. Leslie.

Following is a list of the presidents of the Association since its commencement:

Jas. Crathern, 1894-5-6; Geo. E. Drummond, 1897-98; Wm. McMaster, 1899; T. H. Newman, 1900; N. N. Near, 1901; J. N. Pyke, 1902; J. C. McCormick, 1903; Geo. A. Caverhill, 1904-05; Geo. A. Kohl, 1906-07; J. R. Kinghorn, 1908-09; Wm. Starke, 1910-11; H. J. Fuller, 1912-13; Geo. J. Crowdy, 1914; Alex Gibb, 1915-16-17-18; A. Prud'-Homme, 1919-20; Edward Goodwill, 1921; Robt. Starke, 1922.

every home needs B-H FRESCOTA

COLD WATER FINISH

THIS decorative coating for walls and ceilngs has been in great demand throughout Canada this Spring. Many dealers have repo ted record sales.

FRESCOTA Cold Water Finish is a B-H P.oduct manufactured in the usual dependable B-H way and is a profitable line for the deal r to handle.

FRESCOTA has exceptional sanitary qualiti s. It can be applied to wood, brick, stone or any solid surface, except iron. Decorative stencils supplied.

FRESCOTA advertising material, comprising a handsome large cut-out, shelf strips and other elaborate features, is supplied free to our deal rs.

Write for particulars and prices.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. .	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	....	....	125 50
30/30	.....	.....	144 50
803 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz. ..	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz. ...	10 50	15 00
Double bit, doz. ..	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c. to 75c. a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12 each..........	$0 50
12 or less than 50, each.....	0 45
50 or less than 125 each.....	0 43
Bbl. lots of 125, each........	0 39

"Reliable" Ignition, 2½x6 inch

less than 12, each.........	0 50
12 or less than 50, each...	0 45
Box of 50, each..........	40½
Bbl. lots of 125 each, each.	37½

F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......	$ 6 00	18-16 ...	$12 00
4-16 ...	5 00	19-16	14 00
5-16.......	5 00	20-16....	14 00
6-16.......	5 00	21-16....	16 00
7-16.......	5 00	22-16....	16 00
8-16.......	5 00	23-16....	18 00
9-16.......	6 00	24-16....	18 00
10-16......	6 00	25-16....	21 00
11-16.......	7 00	26-16....	21 00
12-16......	7 00	27-16....	24 00
13-16......	8 25	28-16....	24 00
14-16......	8 25	29-16....	24 00
15-16......	9 50	30-16....	27 00
16-16......	9 50	31-16....	30 00
17-16......	12 00	32-16....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50

BOILERS (Range)

List adopted. January 28. 1922.
Discounts: Standard weight. 50%.
Extra heavy. 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller. 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia. and larger. 40 per cent.
Machine bolts. ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger. 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts. others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal. London, Toronto.

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubes, seamless, base, Montreal	0 30
Do., Toronto	0 28

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings............	**$ 6 65**
No. 5, standard............	**7 50**
Little Beauty	**9 40**
Royal Blue	**13 90**

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., **see under WARES.**

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1. $1.75; No. 2, $2.15; No. 3, $2 90.

Russwin—Each, No. 0, $1.65; No. 1 $2.00; No. 2 $2.40; No. 3 $3.25; special prices for ½ doz. lots, or more.

F.O.B. Montreal. Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $8.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ...	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb....	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

LAIDLAW'S WIRE BOYS

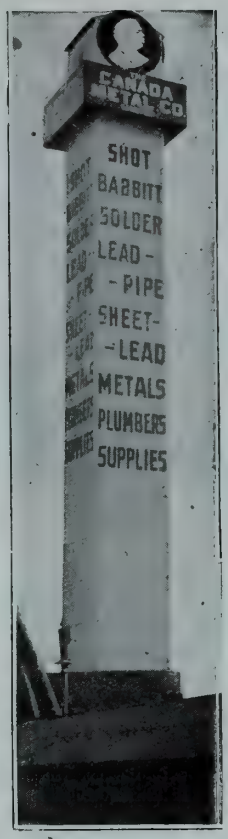
Their Chat No. 26

Another Good Point Nailed

You will recall, B.T., in our last talk that we spoke of the importance of good nails—the kind we make. A hardwareman told me this week, that another point of vital importance to the retailer is the manner in which the nails are packed. There is nothing that gets under a hardwareman's hide more than to receive a shipment of poorly packed nails. They scatter all over the place and cause dissatisfaction and loss of time. He never has any trouble with the nails or packages supplied by our company. A good product well packed appeals to good hardwaremen.

Laidlaw Bale Tie Co. Ltd.

Hamilton - - Canada



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.

TORONTO MONTREAL WINNIPEG VANCOUVER

Now Is The Time To Get Into The Bicycle Business

Spring is here—the big season for bicycles.

There are boys and girls, school teachers, clergymen, carpenters, working men, agents, farmers and others in your locality who need bicycles.

There isn't a town so small but there are lots of prospects that a live dealer can find and turn into sales.

It is really surprising how many sales enterprising dealers make who carry a good assortment of C. C. M. Models.

The business is there if we **go after it.** The new reduced prices will make the business easier to get this season, too.

C·C·M· Bicycles

Red Bird - Massey - Cleveland - Perfect - Columbia - Gendron - Ivanhoe

"The Bicycles with the C.C.M. Triplex Hanger"

Canada Cycle & Motor Company, Limited

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank, Jobbers, 60 per cent.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per Cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings. 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
Cycle BB 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS. MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES. (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%. List.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 .... $9 75
No. 2 .... 10 75

HATCHETS, LATH—
No. 3 .... 10 00
No. 4 .... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 .... 14 00

HATCHETS, CLAW—
No. 7 .... 11 00
No. 8 .... 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap	Tee
	Doz. pairs.	
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	8 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25c. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1. 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels. 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ....21 per lb.
48 x 96 ....21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs..... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto. Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto. London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold blast genuine ruby.. 5 40 doz.
F.o.b. factory.

LATCHES— Per doz.
Steel Thumb No. 2.......... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 23 00
Home, water motor 30 00
Whirlpool, water power .. 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive .. 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen........... 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small.... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 30
Crank wringing 7 35
Smarts' 4 00
No. 11 Janitor 4 76
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Enter these 2 Important Contests

"Save the surface and you save all"- *Paint & Varnish*

Window Display Competition

CONDITIONS.—This competition is open to any dealer or dealer's clerk. The "Save the Surface" window trim and slogan must be a part of the display. Preference will be given to those windows which illustrate to the greatest advantage the idea of protection and preservation as embodied in the "Save the Surface" idea.

1st Prize $50
2nd Prize $40
3rd Prize $25

Send photographs of window trims with your name on back

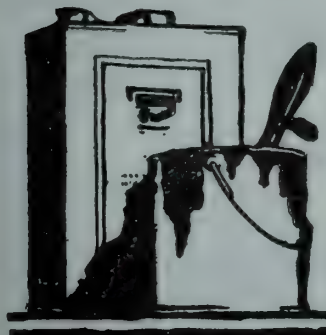
Newspaper Competition

CONDITIONS.—Open to any dealer or dealer's clerk. For the best Paint and Varnish advertisement appearing in your local newspaper. The "Save the Surface" slogan must form a prominent part of the advertisement. Awards will be based on the uses of the Save the Surface arguments in the most unique and novel way to attract the attention of the local trade.

1st Prize $50
2nd Prize $40
3rd Prize $25

Send copy of newspaper in which your advertisement appears

The Save the Surface Committee will act as judges of both contests.
Merchants or clerks may contend for one or both of these contests.
Photographs and newspapers must be in the Committee's hands on or before July 1st, 1922.



Save the Surface Campaign

509 Royal Trust Chambers
107 St. James Street
MONTREAL

If interested tear out this page and place with letters to be answered

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, **$3.65 base.**

Owen Sound or Collingwood, **$3.65 base.**

F.o.b. Montreal, **$3.75 base.**

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, **$3.65 base.**

Sault Ste. Marie, Port Arthur, **Fort William, $3.90 base, f.o.b.** factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS. CUT—

F.o.b., Montreal, $4.35 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod
1848	0 67
2060	0 72

Put up in 10, 20 and 30-rod rolls F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings

OAKUM—

	per 100 lbs.
Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0 20.0

List, less 15 per cent.

Polarine, per gal. list	1.00
Polarine, medium, list	1.00
Polarine, heavy, list	1.00
Polarine, special heavy	1.00
Polarine, ex-heavy, list	1.25

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb	0 15
In kegs 125 lbs., lb	0 16
In 50 lb boxes lb	0 18
In 25-lb boxes lb	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs. case lots, lb.	0 16
1-lb. pkgs. case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case

5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C. Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 76	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX. 112s, box	20 00
20x28 IXX. 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00
Liquid Veneer—	Doz. Net
4-oz.	$2 10
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; **burrs, add** 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c **lb. Coppered Rivets, net extras, 3c per lb.**

F.o.b. Montreal, Toronto, London.

ROOFING.

		Toronto
Samson, 1 ply, roll		$ 2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles

(4 Shingles in One), sq. . 6 00

Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85

Do., 18" wide 3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 76
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	0 0[illegible]	

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 2[illegible]
British manila, basis	.2[illegible]
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	[illegible]
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 85
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	44
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE - Extra charge for shorter lengths than half coils 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	82½/5%
Wood, R.H., bright	80/5%
Wood, O. H., bright	80/5%
Wood, F.H., brass	77½/5%
Wood, R.H., brass	75/5%
Wood, O.H., brass	75/5%
Wood, F.H., bronze	72½/5%
Wood, O.H., bronze	70/5%
Wood, R. H., do.	70/5%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1¼ in.	13 50
1½ in.	15 64

"Save the surface and you save all" *Paint & Varnish*

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Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

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Art Shades

(The Can with the Maroon and Yellow Label)

The store-rooms and garrets of almost every home contain unlimited opportunities for the use of FLOGLAZE ART SHADES.

These beautiful, delicate shades find no end of uses for the finishing and decoration of practically all articles of interior use, such as furniture, baby buggies, bric-a-brac, woodwork, etc.

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If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1. doz............ $27 60
Star, No 2. doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b b 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess. nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's) Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—	50 ft. Challenge Stl.	4 95
103—	50 ft. Reliable Jr., Stl.	5 25
243—	50 ft. Rival Steel	4 40
553—	50 ft. Steel	3 95
1243—	50 ft. Rival Jr., Steel .	4 06
603—	50 ft. Metallic	3 17
604—	66 ft. Do.	3 54
403—	50 ft. Linen	2 39
		Dozen.
713—	50 ft. Ass Skin	6 15
714—	66 ft. Ass Skin	7 37
143—	3 ft. Steel Pocket ...	7 27
145—	5 ft. Steel Pocket ..	9 20
175—	5 ft. Linen Pocket .	6 35
165—	5 ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 48
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 26 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 85c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 .... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $28.10; No. 2, $20.90; No. 3, $17.60.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. ...

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in.; 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.- Oiled wire 15c.; bright, soft drawn, 25c-7...
Stovepipe Wire
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 9. 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London Hamilton or St. Marys.

SUN VARNISHES

Beautiful—Rich—Waterproof

For Your Customers' Every Varnishing Need

SUN VARNISH. A durable, transparent varnish for all interior or exterior woodwork. An economical, long-wearing and easily applied varnish that dries hard in 24 hours. Proof against hot, soapy water, rain or snow. A safe varnish to recommend.

SUN FLOOR VARNISH. Another widely known and popular C. P. varnish. Especially suited for use on hardwood floors. A tough, elastic varnish that will not crack, chip nor show heel marks, proof against leaky radiators or dripping umbrellas—will not turn white.

C. P. agents should feature SUN VARNISHES regularly. If you are not already a Canada Paint dealer, write our Montreal office now for full particulars of our agency proposition.

"Save the surface and you save all" *Paint & Varnish*

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

	Montreal	Toronto
BARE STONE		
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10
COLORS (DRY)		Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1		06-09½
Do., less quantities		11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.		06-09½
Do., less quantities		12-15
Imp. green, 100-lb. kegs		15
Chrome green C. P.		40-45
Chrome yellow		25-35
Brunswick green, 100-lb. keg		11-13
Indian red, 100-lb. keg		15-20
Do., No. 1, 100-lb. keg		-08
Lamp black, in bulk		0-26
Packages		30-38
Venetian red, best bright		06½-09
Do., No. 1		03¾-06½
Drop black, pure dry		12-15
Golden ochre, 100-lb. kegs		-05
White ochre, 100-lb. keg		-06
Do. barrels		0 05
Yellow ochre, barrels		03-06
French ochre, bbls.		05-08
Spruce ochre, 100-lb. keg		05-08
Can. red oxide, bbls.		03
Super magnetic red		0 05
Vermillion, Mexican		0 75
English vermillion		1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$4 00
Ad-el-ite, tints, gal.	3 75

COLORS IN OIL, PURE

	Per lb. in 100-lb. lots
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 45
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 35

F.o.b. Montreal, Toronto

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry,	6 75
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags.	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs.	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼ lb. pkgs	29 00

GLASS.—Window	Single 16 oz.	Double 24 oz.
Case lots		
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal **70% off.**

GLASS PLATE.
Montreal **60% off.**

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b, Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure.		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1.	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto.

OILS— Fly Creonoid	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3,75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tons, colors	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	To.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 8
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.	0 33
50 and 100-lb. drums, per lb.	0 31
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00 3 50
Water white	4 75 5 25

SHELLAC	Pure White	Pure Orange.
Per Gal.		
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint.	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 00
B.-H. Maritime Spar		5 10
B.-H. Hard oil		2 75
B.-H. Gold Medal		3 42
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 85
C. P. C. Sun Varnish		3 90
Glidden Wearette		3 90
Glidden Floorete		3 90
C.P.C. Sun Aero Spar		4 50
C. P. C. Sun Waterproof Floor		4 00
I.V. Elastica, No. 1		4 89
Do., No. 2		4 44
Do., Floor		4 00
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No. 61		5 04
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 12
M-S Finest Interior		4 87
Moorlastic Floor		4 38
T. 45 Floor		3 50
Moorvar Interior		3 38
Moore's Spar		5 00
Elastic Interior		3 14
Mar-not		3 93
Quick Action House		3 64
Rexspar		5 04
Scar-Not		4 66
Lowe Bros., durable floor		4 50
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 75
Kyanize Spar		5 15
Kyanize Cabinet Rubbing		4 35
Kyanize Interior and Floor		4 35
Luxeberry Light		4 75
Luxeberry, granite		4 90
Luxeberry spar		5 62
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 80
Ramsay's 400 Hard Oil		3 25
Ramsay's No. 720		3 00
"C.D. Big 4" Exterior		5 00
Do., Do., Interior		4 50
"C.D. Big 4" Floor		
C. D. General purpose		4 10
C. D. Furniture		2 25
Dougall Univarnish, clear		4 40
Dougall Transparent, spar		4 90
Dougall Transparent, floor		4 40
Do., Nogloss, interior		4 40
Do., Interior,		4 40
Copalite		
Adelite, No. 103, Floor		3 90
Adelite, No. 105, Flat		3 90
Adelite, No. 100, Spar		5 70

F.o.b. Montreal, Toronto

WATER PAINTS

Rockface, bbls., 250 lb.	0 0
Opalite, 300 lb. bbls.	0 1
Opalite, 100 lb. pkg.	0 1
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 10½

WATER PAINTS (per 100-lbs. 5-lb. pkgs.	White.	Color.
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors		9 75
Alabastine 300 lb. bbls	7 00	7 50
Hygienis Kalsomine, per 100 lb		
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 13c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	0 0
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 0
O.P.W. floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 39
I.V. Wax	0 75
Sherwin-Williams	0 40
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.o.b. Montreal, Toronto

WHITING

Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal
In five gallons	$1
Methylated Spirits	1 75

PILKINGTON
BROTHERS ~ LIMITED

C.P.R. Palliser Hotel, Calgary, Alta., Glazed by Pilkington.

Brilliant surfaces of perfect flatness—easy-cutting quality—and uniformity of substance distinguish Pilkington glass.

These are the result of many exclusive processes and our standard of quality—always the highest, regardless of price.

Factories:
THOROLD, ONTARIO ST. HELENS, ENGLAND

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	...	.....	125 50
30/30	...	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	45%
Straight shank	45%
Do. wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 80 up to and including

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. 26 Eng.	6
24	6 75
22	6 75
18 and 20	6 60
16	6 45

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft., $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $11.35 per 100 lbs.

LINSEED OIL

Raw	1 15
Boiled	1 18

Per gal.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 80
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	73 45

NAILS

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

An All Purpose VARNISH

REDUCE your varnish inventory by carrying FLINTSPAR—the all-purpose varnish. It is adapted for use on porch doors, bathrooms, interior woodwork and for marine uses.

FLINTSPAR will not turn white under the action of either fresh or salt water. Its *DURABILITY* and its *QUICK-DRYING* qualities are exceptionally well balanced for a varnish of this character. A test will convince you.

Write for our proposition to-day.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO - WINNIPEG - VANCOUVER
- SUDBURY - HALIFAX -

Makers of

FLINTSPAR

VARNISHES FLINT COLORS

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C. medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 46
Melrose Harvester machine	0 10
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
½-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	23 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5″ wheel	$3.85
No. 158, gal. 5″ wheel	$4.10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25, Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4, in., $4.75 base. Rounds, over 3 to 6 base $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 22
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09¼

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	16 00
12 in.	18 84
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	18 74
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg. Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handy

6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	—Dozen— Black.	N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent	$89 00
New Era	76 50
Universal	49 50

TINKER TOM'S TALKS.

No. 354

Remember!

That when you specify to your jobber or manufacturer—"PREMIER" GALVANIZED STEEL SHEETS you get sheets

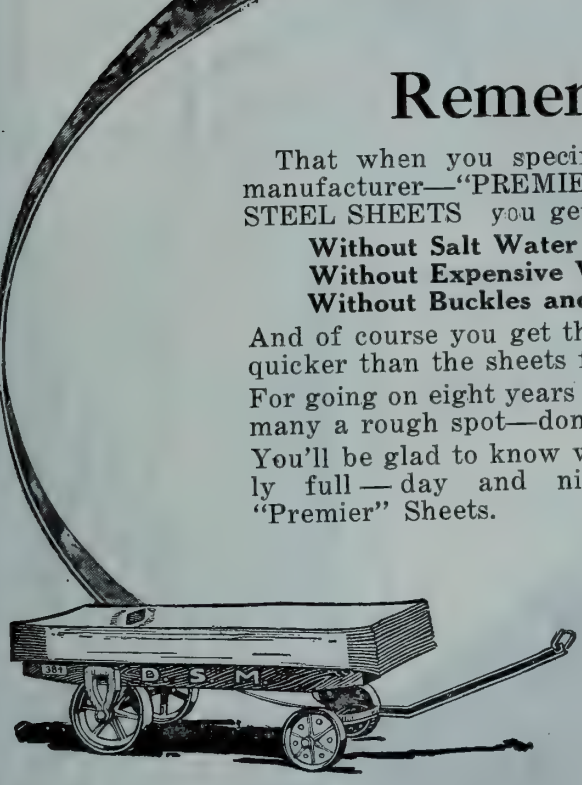
Without Salt Water Stains
Without Expensive Wooden Crates
Without Buckles and Twists

And of course you get the home product much quicker than the sheets from across the water.

For going on eight years we've carried you over many a rough spot—don't forget that—either!

You'll be glad to know we're running absolutely full — day and night — on orders for "Premier" Sheets.

TINKER TOM



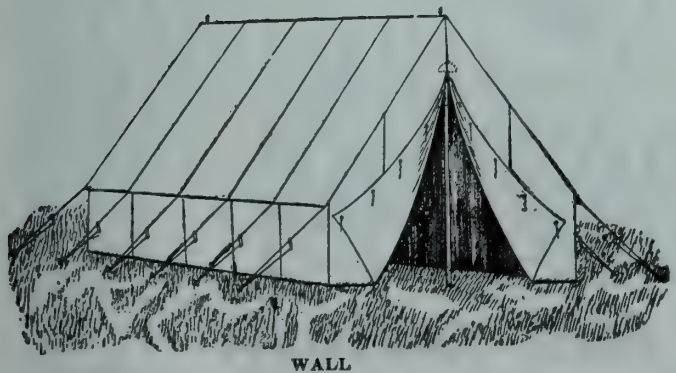
MADE IN PREMIER CANADA

"The Trademark Behind the Hardware House of Quality."

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

TENTS



WALL

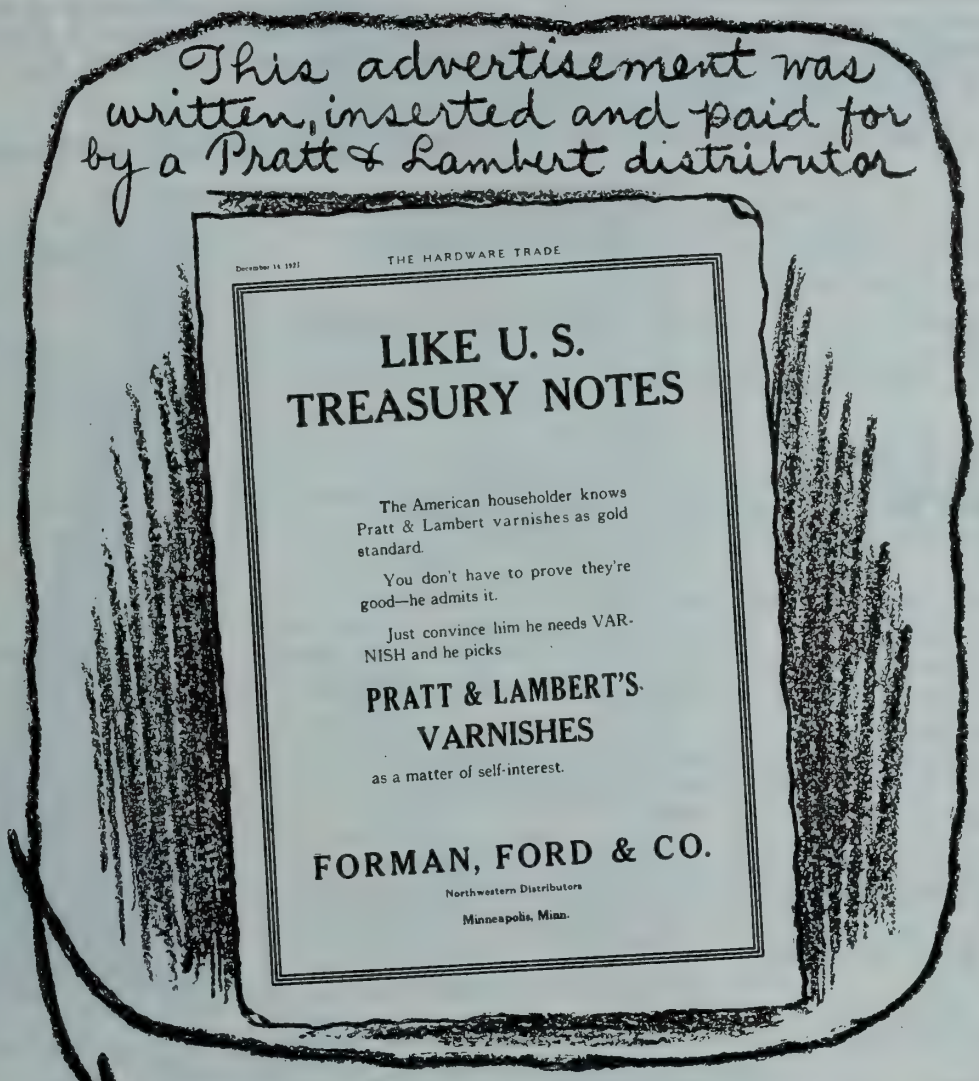
WITH the opening of Spring will come the demand for Tents. In anticipation of this trade we have a very fine line, both as to quality and price. Do not let the business go past your door. If you don't get it the other fellow will.

These Tents are of the best quality. We will gladly furnish you with more details if you so desire. We are here to serve, and to give you every consideration. Ask us for latest prices, they are the lowest possible consistent with quality.

The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered

This advertisement was written, inserted and paid for by a Pratt & Lambert distributor



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Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario.

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Pratt & Lambert

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Ideal Aluminum Products, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co. Limited. Hamilton, Ont

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
H. W. Coocy Arms & Machine Co., Toronto, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corpn., Utica, N.Y

ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co, Toronto
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ATHLETIC CLOTHING
A. W. Moyer & Co., Toronto.

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Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd, Montreal, Que
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Mayblit Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darran Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

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Canadian Broom Mfg. Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton, Ont.

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The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
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W. Walker & Son, Ltd., Toronto.

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The Boeckh Company, Limited, Toronto, Ont.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Walter Woods & Co., Hamilton, Can.

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

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The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

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W. Walker & Son, Ltd., Toronto.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Standard Meter Co., Ltd., Toronto.

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The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
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The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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The B. Greening Wire Co., Ltd., Hamilton.

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Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y

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Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
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Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Katie Foundry Co., Galt, Ont.
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The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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CLOTHES RACKS
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The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
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COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont

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The Warren Tool & Forge Co., Warren, Ohio

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The Newell Mfg. Co., Prescott, Ont.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
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G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
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Sanderson Pearcy & Co., Limited, Toronto, Ont
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
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The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
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Can. Foundries & Forgings, Ltd., Welland, Ont
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Cameron & Co., Toronto.

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DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
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DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

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Martin-Senour Co., Ltd., Montreal.
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Dominion Battery Co., Ltd., Toronto.

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Collette Mfg. Co., Collingwood.
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Walter Woods & Co., Hamilton.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

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James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos Davidson Mfg Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Gartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
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FEED BOXES
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FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Geo. W Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can
Canadian Tank and Pump Co., Ltd., Toronto
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

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The Ontario Plate Glass, Ltd., Hamilton, Ont

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Goodell-Pratt Co., Greenfield, Mass.
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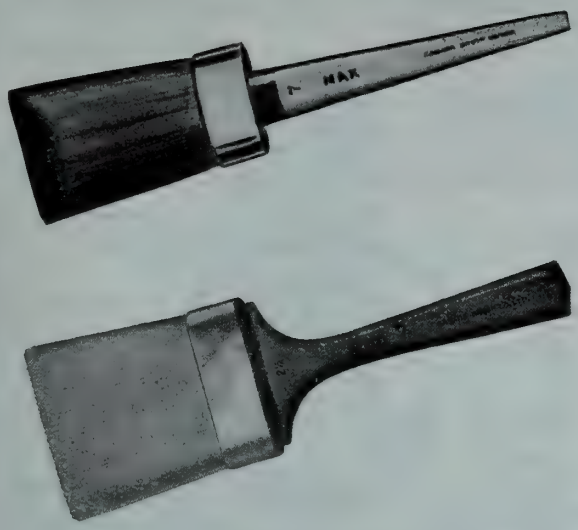

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If your sales have been lagging behind instead of leaping ahead the CANADA LINE will help to bring them back to normal.

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Canada Brush Co., Limited
St. John, N.B.

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Avoid Imitations. There is only one Alabastine

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Stenciling,
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5-lb. package 75c

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Paris, Ontario Winnipeg, Manitoba

Mix in Hot or Cold Water

Alabastine

Avoid Imitations. There is only one Alabastine

If interested tear out this page and place with letters to be answered

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The Carborundum Co., Niagara Falls, N.Y.

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Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

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L. S. Starrett Co., Athol, Mass

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
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Newell Mfg. Co., Ltd., Prescott, Ont.
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Grant Chater, Ltd., Toronto.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
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Millers Falls Company, Millers Falls, Mass.

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Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
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Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

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HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

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Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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HOUSEHOLD PAILS
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North Bros. Mfg. Co., Philadelphia, Pa.
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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Goodell-Pratt Co., Greenfield, Mass.
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The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Geo. W. Reed & Co., Montreal, Que.

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A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill

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London Rolling Mill Co., Ltd., The, London, Ont.

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Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
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JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
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The Wentworth Mfg. Co., Limited, Hamilton, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
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Christopher Johnson & Co., Sheffield, England

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HEAVY HARDWARE
MILL SUPPLIES
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KINGSTON, ONTARIO

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Smith & Hemenway Co., Inc. Irvington, N. J.

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W. Walker & Son, Ltd., Toronto.

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LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
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LAMPS AND LANTERNS, GASOLINE
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LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

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J. H. Williams & Co., St. Catharines, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
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Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

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Walter Woods & Co., Hamilton.
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LINOLEUM RUGS
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The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto

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The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The E. T. Fraim Lock Co., Lancaster, Pa.

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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Fenton Bros., Ltd., Sheffield, Eng.
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Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto

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W. Walker & Son, Ltd., Toronto.

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Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

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Millers Falls Company, Millers Falls, Mass
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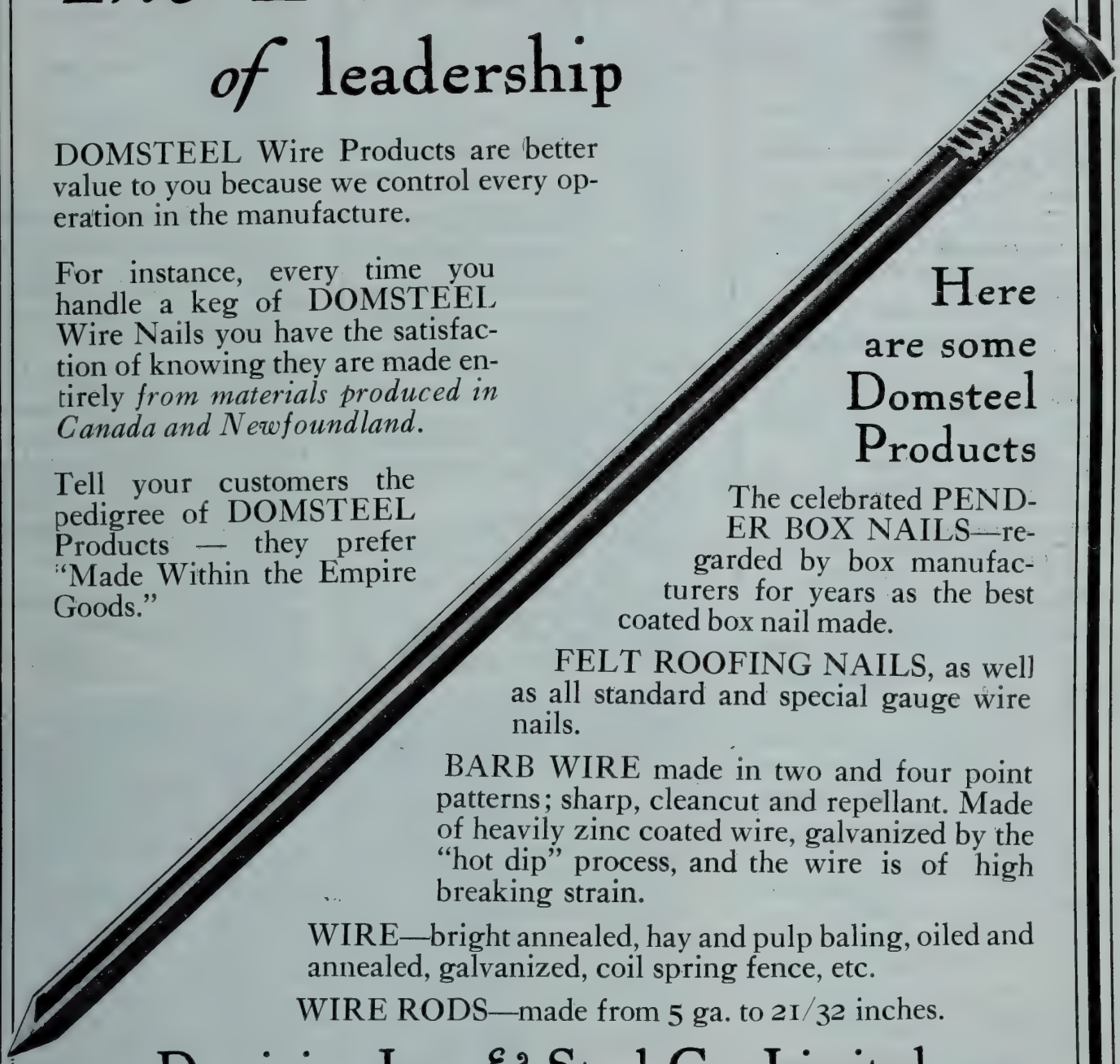

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SPINNING MILLS AT DOON AND KITCHENER
HEAD OFFICE KITCHENER, ONTARIO

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn
Christopher Johnson & Co., Sheffield England.
R. Heinisch Sons Works, Newark, N.J.
Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIGHTS, GUN / 'D RIFLE
Marble Arms / Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara ? tal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., ? ' 1 ronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
R. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto.
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

TACKS
The Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAPS
Butterfield & Co., Inc., Rock Island, Que.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

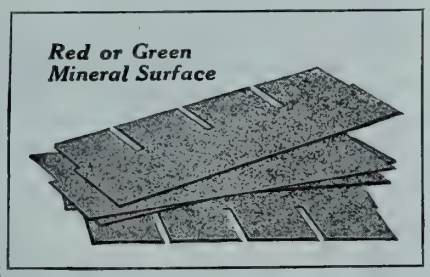
Everlastic "Rubber" Roofing.
Everjet Elastic Carbon Paint.

Everlastic Liquid Roofing Cement.
Plastic Elastigum Patching Cement.

Everlastic Multi-Shingles — *A Fast Selling Barrett Product*

DEALERS everywhere are making big profits on Barrett Everlastic Multi-Shingles—they're the most popular asphalt shingle in all parts of the Dominion. They are everything that a good shingle should be. They're moderate in cost, handsome in appearance, very durable, and easy to lay.

The wearing surface is heavily mineral-surfaced in permanent natural shades of red or green. This makes them highly fire-resistant, as well as strikingly beautiful. The underside is protected from the action of moisture, fumes and mould by a special "Seal Back."



Everlastic Multi-Shingles are made four shingles in a strip, which insures a big saving in time, and also a neat, good-looking roof, even though laid by unskilled workmen.

Continuous advertising in all the important magazines, technical journals and farm papers throughout the Dominion is telling your customers about the big advantages of Everlastic Multi-Shingles.

When you sell Everlastic Multi-Shingles you give your customers an honest product at an honest price. For the Barrett trade-mark is a badge of roof dependability.

Each package contains enough shingles to cover 50 square feet. These shingles are 32¼" long by 10" high. Self-spacing cutouts are 8" apart, 4" deep and ½" wide. Colors packed separately. Weight of package ready for shipment, 90 pounds.

The Barrett Company LIMITED

TORONTO MONTREAL
VANCOUVER WINNIPEG
HALIFAX, N. S. ST. JOHN, N. B.

Modern home showing effect secured by use of Barrett Everlastic Multi-Shingles.

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THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBE
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
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Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
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Smith & Hemenway Co., Inc. Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, M.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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J. H. Connor & Son Limited, Ottawa, Ont.

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J. H Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
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WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

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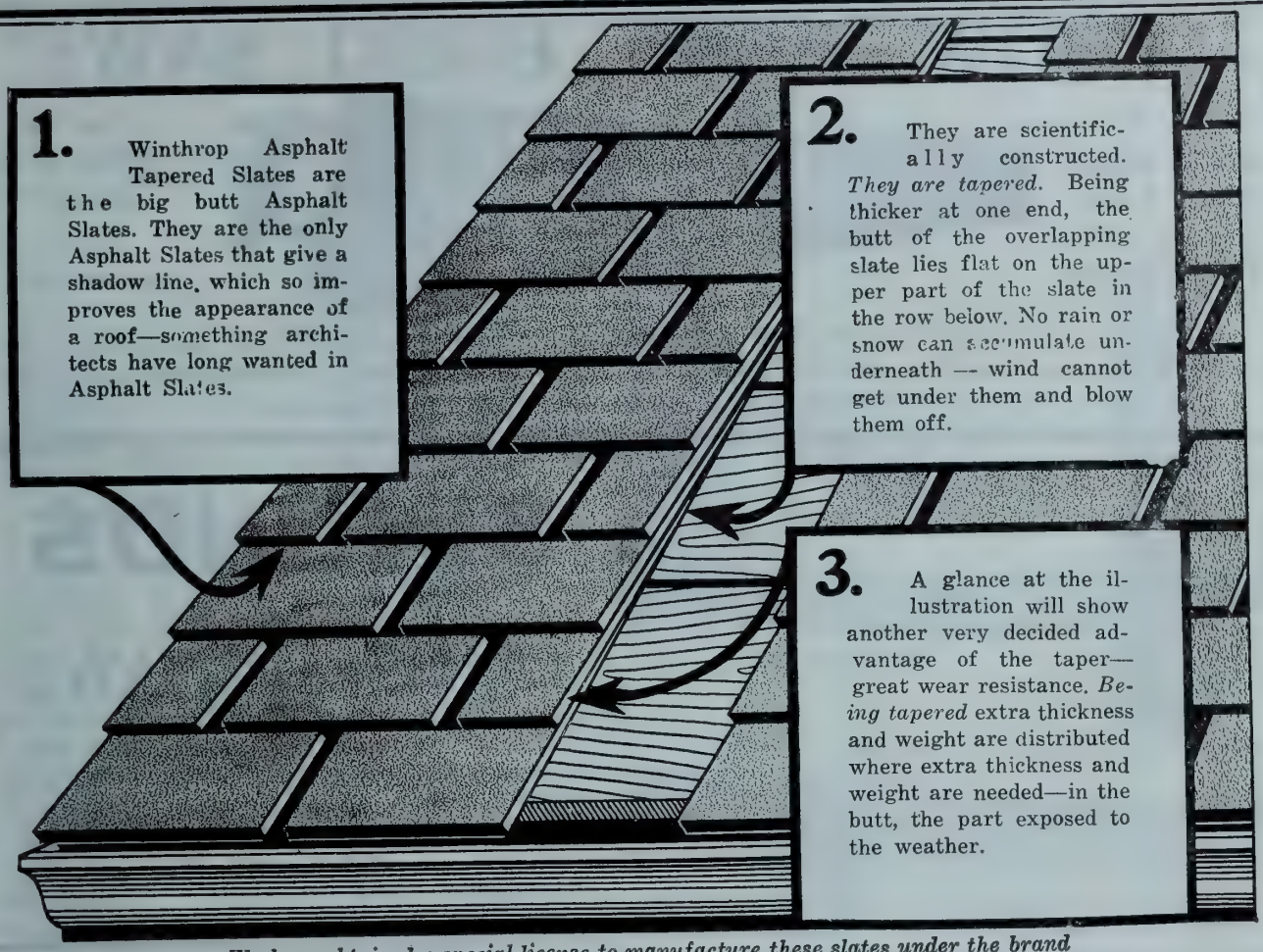
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.



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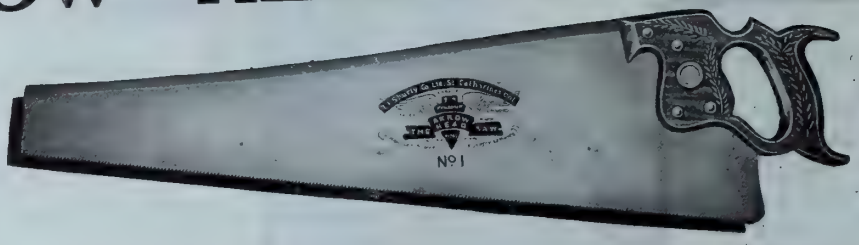
Hand Saw.
Vanadium
Steel Blade



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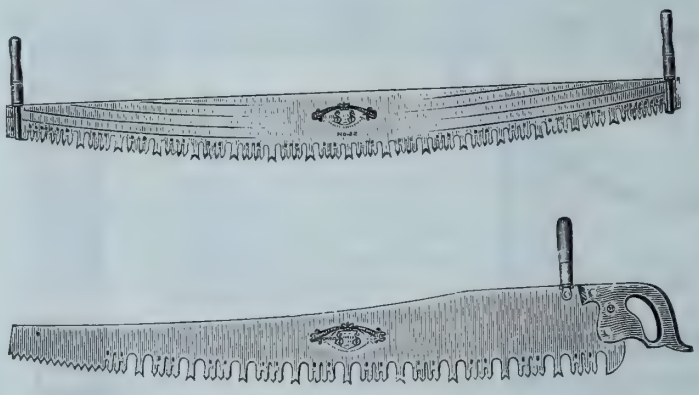

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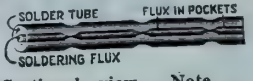

Sectional view. Note flux in pockets.

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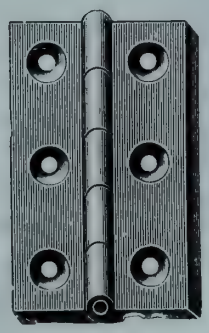

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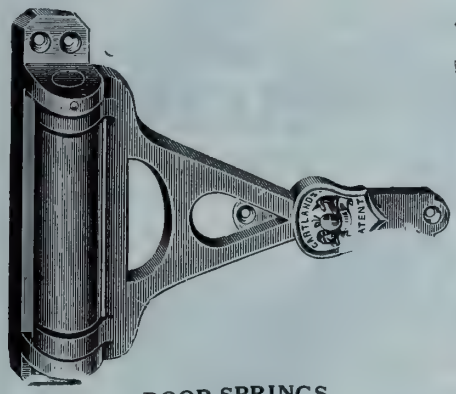

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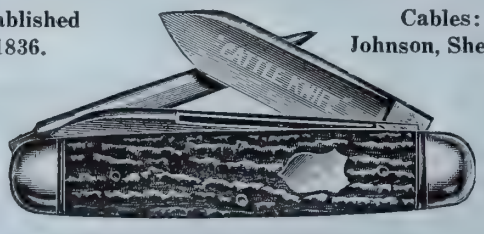

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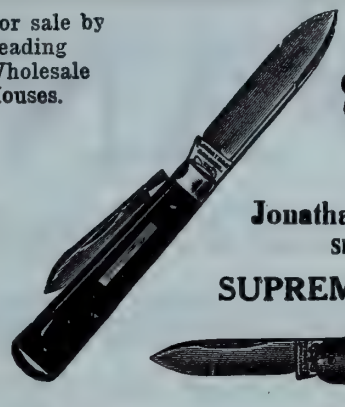

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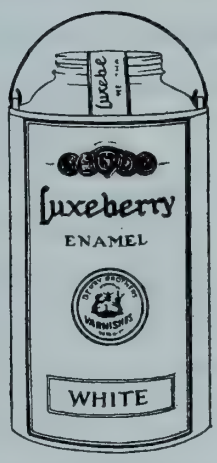

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Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

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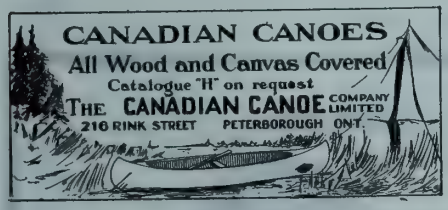

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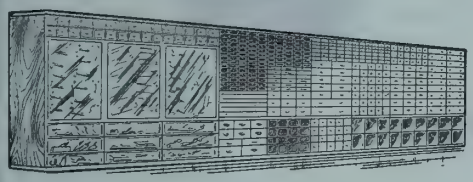

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

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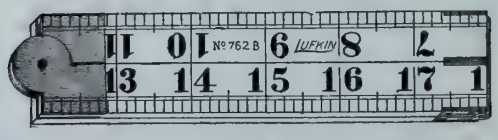
LUFKIN

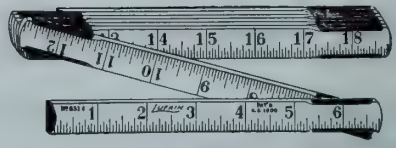
Tapes and Rules

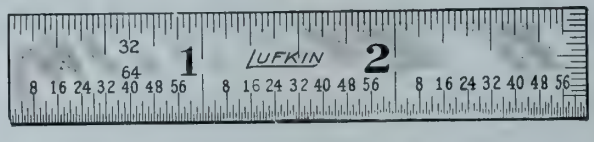
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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BUILDING BOOMS AND CARBORUNDUM SHARPENING STONES

IT doesn't take much investigating to prove that this Spring is to see an inspiring activity in building operations.

Carpenters everywhere will be busy and they will want tools and supplies.

They will want Carborundum Sharpening Stones.

And they will come to you to get them.

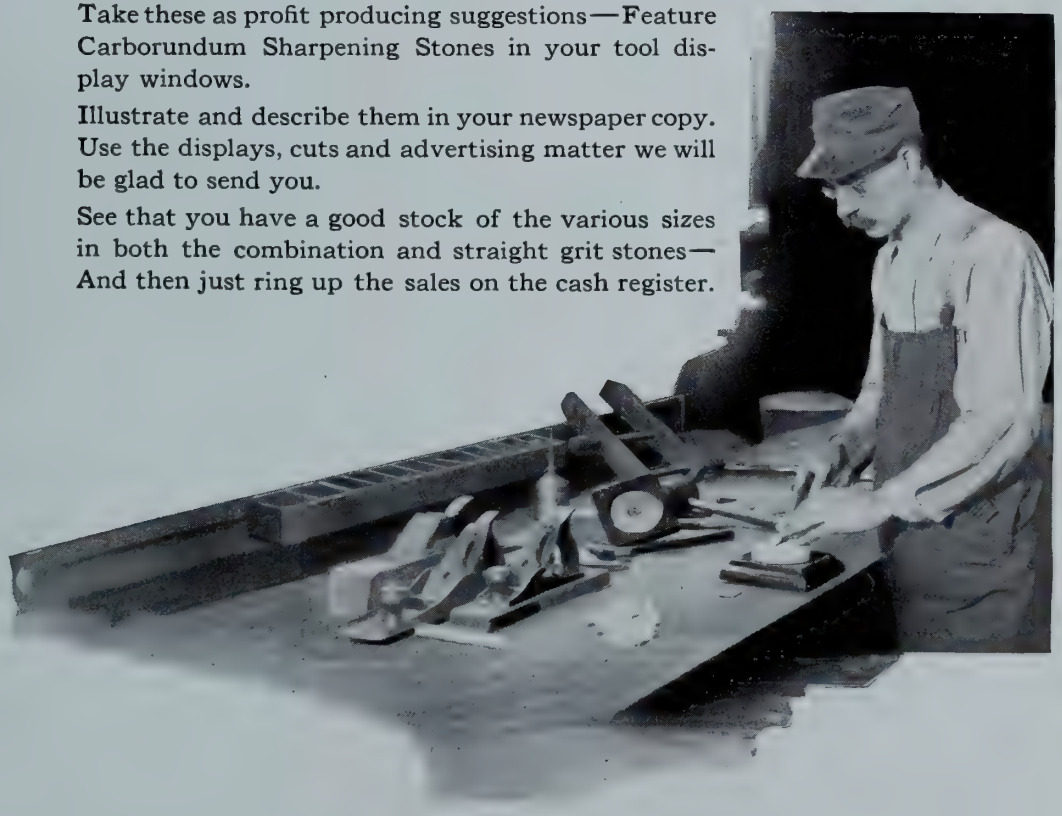
For years carpenters have been using Carborundum Sharpening Stones. They know what it means to have a sharpening stone that always cuts free and clean—a stone that, with proper care, will not glaze—a stone that will wear uniformly keeping edge tools always in working shape.

PUT A CARBORUNDUM STONE IN THE TOOL KIT OF EVERY CARPENTER WHO PATRONIZES YOUR STORE

Take these as profit producing suggestions—Feature Carborundum Sharpening Stones in your tool display windows.

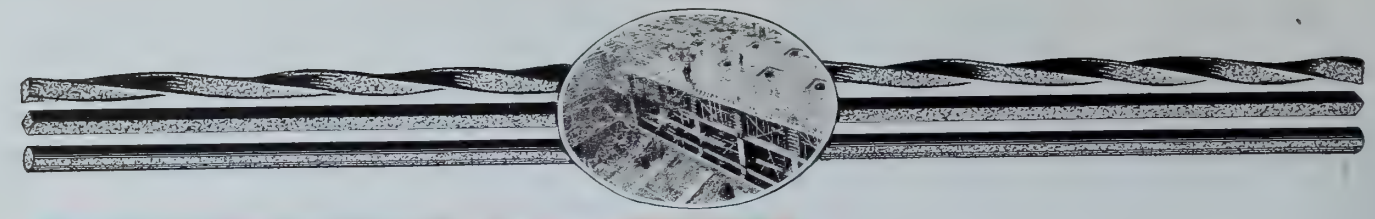
Illustrate and describe them in your newspaper copy. Use the displays, cuts and advertising matter we will be glad to send you.

See that you have a good stock of the various sizes in both the combination and straight grit stones—And then just ring up the sales on the cash register.



THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y. U.S.A.

New York ·· Chicago ·· Boston ·· Philadelphia ·· Cleveland ·· Detroit ·· Pittsburgh
Cincinnati ·· Milwaukee ·· Grand Rapids



APRIL 1922

WINNIPEG WAREHOUSE STOCK MATERIAL

ON HAND
READY FOR

IMMEDIATE SHIPMENT

If It's Steel or Iron
WE HAVE IT!

THE
MANITOBA STEEL AND IRON COMPANY
LIMITED

WINNIPEG - CANADA

PHONE N6677 & 6678

Should be in the Hands of Every Buyer This Spring

Monthly Stock List

of

Plain metals and finished products for the use of Railways, Shipbuilding and Mining Companies, Public Works, etc.

BARS

IRON and MILD STEEL
RE-INFORCING

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Beams, Angles, Channels, Plates, Tees, Tool Steel, Gauge Sheets, Shafting, Wire Cable, Babbitt Metals, Solders, Pig Lead, Pump Rods, Turnbuckles, etc.

—The only complete Warehouse Stock west of Ontario. On hand ready for immediate shipment.

Write For Your Copy

MANITOBA STEEL & IRON COMPANY, LIMITED

WINNIPEG - CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 16 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA April 22, 1922

RAMSAY'S PAINTS
"THE RIGHT PAINT TO PAINT RIGHT"

For Beautiful Healthful Homes

EVEREADY Unit Cells

Two Sizes Fit All Tubular Flashlights

ANOTHER Eveready triumph! The simplifying of stocking and selling Flashlight Batteries made possible by the Eveready Unit Cell.

With the two sizes of Eveready Unit Cells in stock, you can supply the correct size of battery for any tubular flashlight. You need simply put two, three or four Unit Cells into the flashlight case, as illustrated, and the battery is complete.

Eveready Unit Cells are sold in cartons. The 1¼ inch size is No. 935 and the 1½ inch size is No. 950. The handy counter display carton makes the stocking of Unit Cells a very simple matter. Order by the carton through your jobber.

Canadian National Carbon Co.
Limited

Montreal Toronto
Winnipeg Vancouver

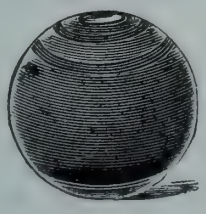
EVEREADY
FLASHLIGHTS and BATTERIES

5TE

SAMSON LAWN BOWLS

Made from the finest seasoned Lignum Vitae, and guaranteed true to size, bias, and weight. They are fitted with large ivory mounts, richly ornamented. Each set is made from the same log of wood, insuring absolute equality in density and complying in every detail with Lawn Bowling Regulations.

In Black or Natural Color



H. S. Howland Sons & Co.
LIMITED

TORONTO

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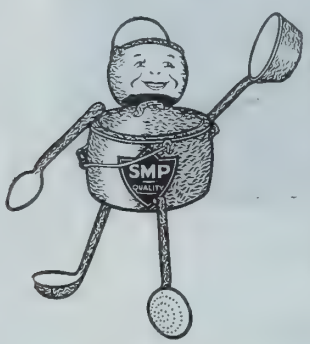

Mr. SMP

Copyright Canada 1922
by The SMP Co. of Canada, Limited

Use These Free Cuts to Illustrate Your Ads.

Mark the cuts you want with pen or pencil, tear out this whole page and mail it to us. Be sure to enclose your name and address. We will send the cuts you require absolutely free of charge if you will undertake to make use of them to advertise

SMP *Diamond or Pearl* WARE

Ask our traveller next time he calls to show you the other cuts which we will supply free of charge to all SMP dealers. This is part of our plan of dealer co-operation for 1922.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

"America"
Trolley Hangers

The Hanger For Winter

"America" operates in the Hatch snow and ice-proof track. It is an ideal hanger for winter service.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger sells because of the simple adjustments, and ability to stand hard usage.

With each pair of Hangers are included two End Caps and Bolts for Hangers.

Packed one pair in a box complete with Screws and Bolts.

Weight, per dozen pairs, 95 pounds.

Canada Steel Goods Co.

Limited

Hamilton - Canada

Steel Trolley Track

The "America" operates in the Hatch Trolley track. And the corrugated brackets are much stronger and better than ordinary plain track brackets.

Canada's Best Selling Hanger

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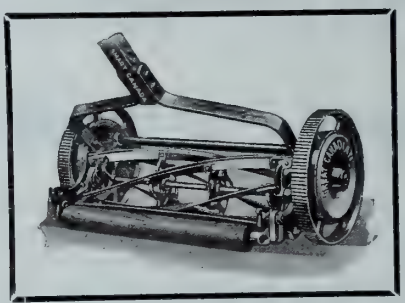
CANADA
FOUNDRIES & FORGINGS
LIMITED

Names to Conjure with

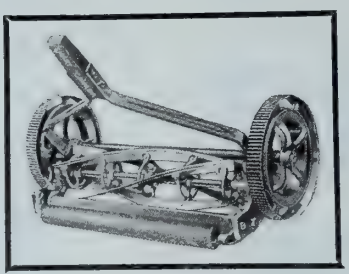
BLUEBIRD



REDWING

GREAT CANADIAN

THOUSAND ISLAND



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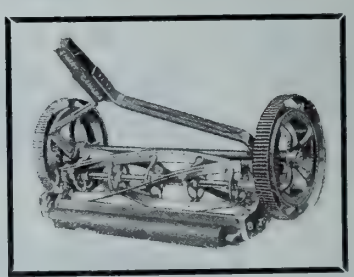

When it is a Question of Cutting Grass

---Produced at---

JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

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ALLIGATOR

TRADE MARK REG. U.S. PAT. OFFICE

STEEL BELT LACING

The Strongest on Earth

A Separable Hinge Joint in Sizes for Any Thickness Of Belting

"Never Lets Go"

Putting the Clinch in the Alligator Story

In our intensive sales promotion work in the field and in national advertising in over thirty influential publications, we are spending thousands of dollars in bringing out this one great point:

When the teeth of Alligator Lacing are clinched down flat they bind the long fibers of the belt like a vise.

This "pressure grip" of Alligator is in direct contrast with the unequal pull of other types.

Jobbers and Dealers will be well repaid for pushing their 1922 Alligator sales. Investigate!

FLEXIBLE STEEL LACING COMPANY

4657 Lexington Street CHICAGO, U. S. A.

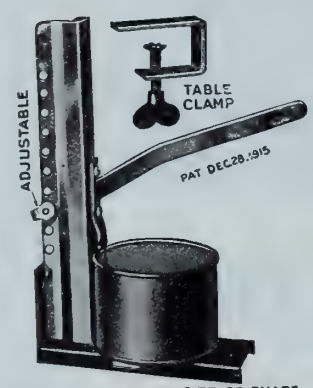
In England at 135 Finsbury Pavement, London, E. C., 2

WRITE FOR QUOTATIONS TO

LYONS & MARKS, 38 Yonge St., Toronto

OR

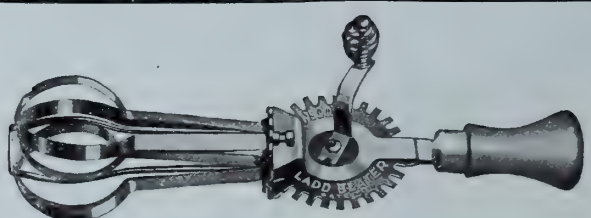
John W. Gottschalk, cor. Lehigh Ave. and Mascher St., Philadelphia, Pa.



OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER

SATURN REELS
Clothes-Line



MAN, 30,000 YEARS OLD

Scientists say they know humans of that long ago equal in intelligence to our own. We don't dispute, but—what kind of **KITCHEN BEATERS** were used in those days? We know one thing; 30,000 years hence they will be then using THE BEST THERE IS—the LADD BEATERS—and our profound concern for their interests, present, future and forever, has inspired a NEW CREATION—

LADD BEATER No. 00

with glazed, white wooden handle-hold, a very worthy member of its older and perfect relatives, LADD ALL-STEEL BEATERS Nos. 0, 1 and 2. EVERYBODY WANTS THIS NEW ONE. Demand already unprecedented.

LADD BEATERS, 4 styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters,
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.
JOBBERS the world over and US.

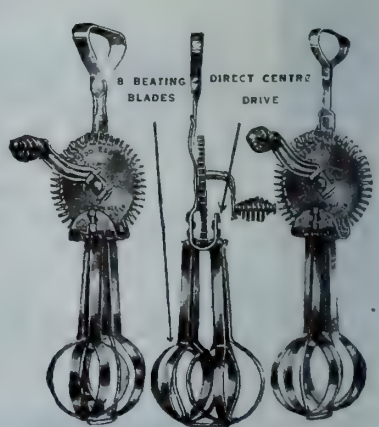
United Royalties Corp. - 1131-33 Broadway New York

Canadian Representatives

G. S. WHITAKER & CO

8 Colborne Street, - TORONTO, ONT.

LADD
Mixer-Churn



LADD ALLSTEEL BEATERS

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Millers Falls Jacks

Laugh at MILLERS FALLS TOOLS the Load

1868

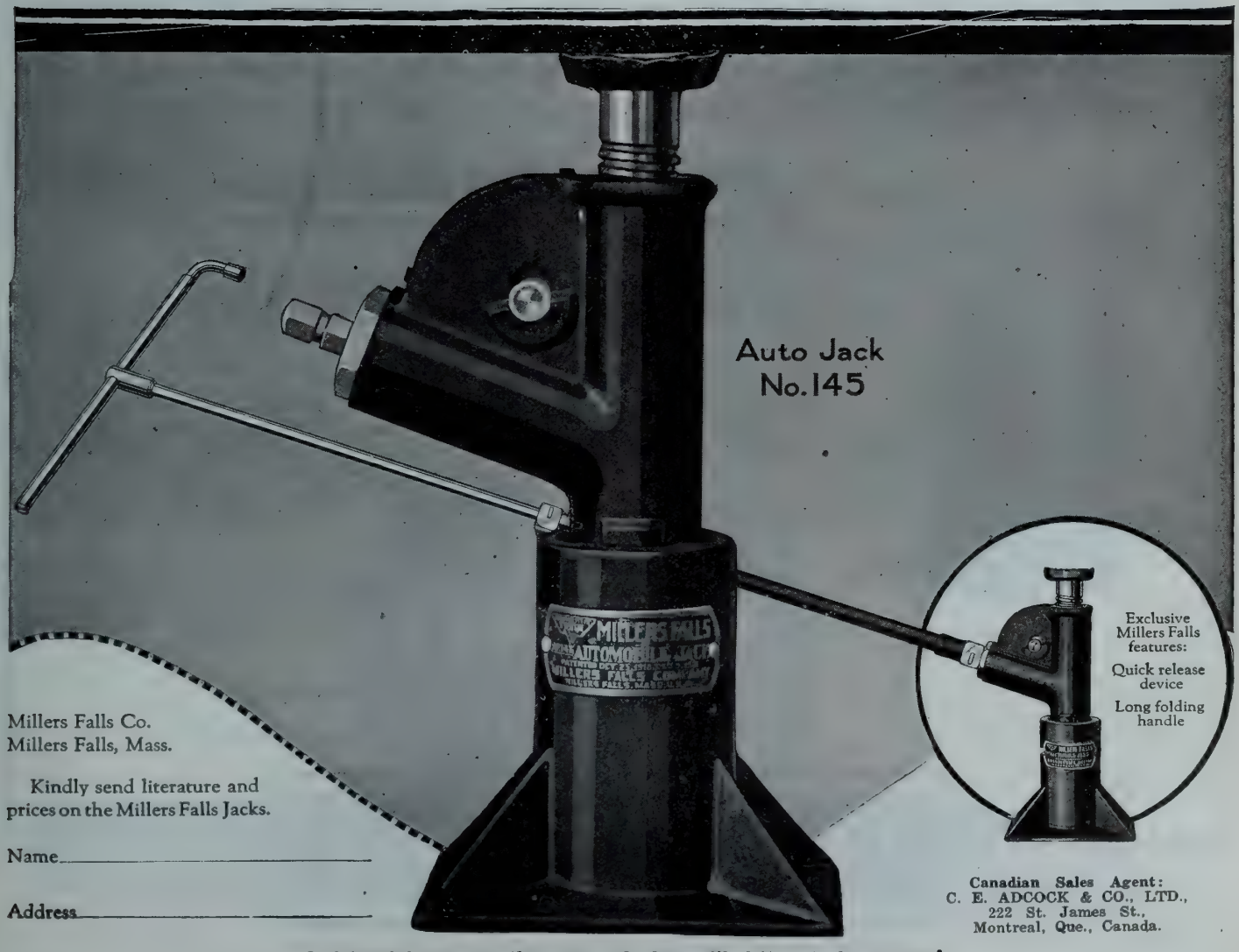
Jack up your Jack sales

MILLERS FALLS Jacks lift more than automobiles and motor trucks—they lift a heavy load of inventory worry off your mind.

The illustration shows Millers Falls Auto Jack No. 145—adjustable base, long handle and all. Roller-bearing and worm-driven. Few parts. Easy to operate. The extension handle folds up and the jack tucks snugly away in any tool-box.

If you want to do a bigger jack business, put Millers Falls Jacks in your stock and in your 1922 catalog. It's a good way to jack up your jack sales.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks



Millers Falls Co.
Millers Falls, Mass.

Kindly send literature and prices on the Millers Falls Jacks.

Name_____

Address_____

Canadian Sales Agent:
C. E. ADCOCK & CO., LTD.,
222 St. James St.,
Montreal, Que., Canada.

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Forming Rolls

At New Prices

Stove Pipe Folder

The recent Price Reduction effected on B. B. Sheet Metal Workers' Tools is an attractive one.

Write For New Price List

Tinners' Hammers

Brown Boggs Co., Limited

HAMILTON **CANADA**

Toronto Representative:
A. B. Walker
Holbrook Bldg.

Winnipeg Representative:
Bisset & Webb, Ltd.

Tinners' Snips

Galvanized Garbage Cans

A Davidson Corrugated Garbage Can is extra strongly made in a special way to withstand the very roughest usage. It has heavy japanned iron bands at top and bottom to counteract the natural tendency to bend or dent when being dumped. The corrugations around body, too, add extra strength.

These cans are heavily galvanized and consequently rustless. They have heavy seamless overlapping covers and are made in several styles.

Prices and particulars sent on request.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Offices, - Montreal

Branches : Toronto, Winnipeg, Calgary, Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered

WIRE NAILS

Blued—Cement Coated —Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails
Cut Finishing Nails
Roofing Nails
Coopers' Nails

Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

"MONITOR"

Coal Oil Stoves, Furnaces, Blow Lamps, Brazing Lamps

British Manufacture

With Many Advantages

This is a "roarer" type blow lamp for outdoor use. It is made with fixed legs, or collapsible. The latter make it very convenient for camping, yachting, motoring, prospecting and surveying.

Burning coal oil, it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

The Standard Meter Co., Limited

Toronto, Canada

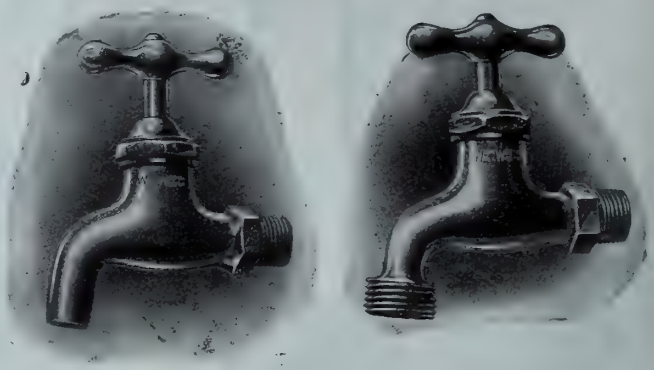
AGENTS:

Manitoba and West
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East
A.G. & A.L. Brown & Co.,
207 St. James St.,
Montreal, Que.

"WELLWORTH"

BRASS COMPRESSION TAPS



Wentworth Mfg. Co. - Hamilton, Canada

Polished Brass—
Brass Nickel-Plated—
Iron to Plain—
Iron to Hose—
S.O.T. Adjustable Flange

OUR NEW CATALOG

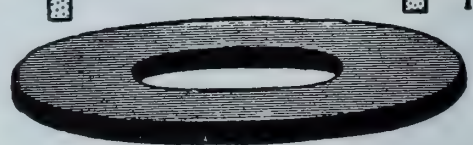
With Net Price List of — Aluminum, Copper and Brass Utensils, Bath Room Trimmings, Hot Water Bottles, Brass Taps, Hose Nozzles and Couplings, Lawn Sprinklers, Fixture Loops and Hooks, Ford Gaskets— is now being mailed.

BE SURE YOU GET YOUR COPY

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

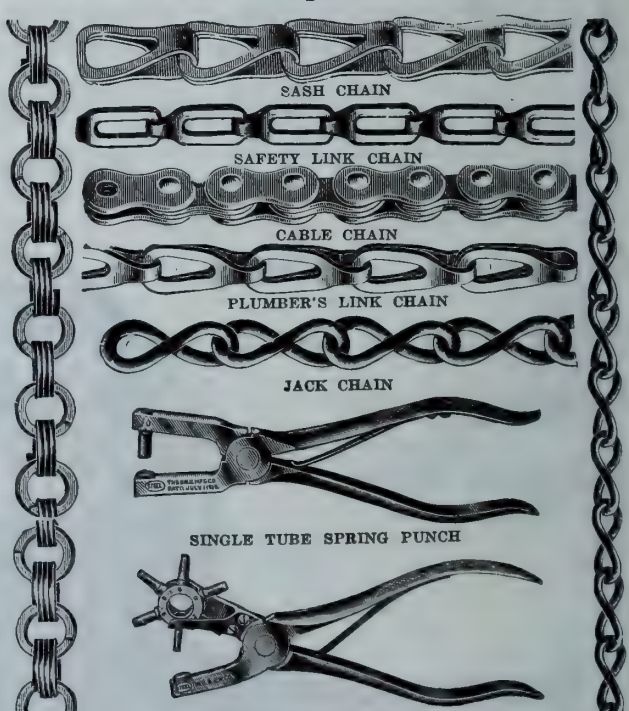
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

If interested tear out this page and place with letters to be answered

Domsteel BARBWIRE

Domsteel Barb Wire is made from heavily zinc-coated wire, galvanized by the "hot-dip" process. It is made in the two and four point patterns, and the barbs are sharp, clean-cut and repellant. They are firmly secured, absolutely immovable and evenly spaced.

Domsteel Barb Wire, from the ore to the finished wire, is an all Canadian product. It is built to last even under the severest of conditions.

Large stocks are carried at Montreal, Sydney, St. John, Fort William and Port Arthur, from which we can make immediate deliveries.

Send your order to—

WORKS:
Sydney, N.S.

STOCKS:
Sydney
St. John
Montreal

GENERAL SALES OFFICES
Canada Cement Building
Montreal

DOMINION IRON & STEEL COMPANY
LIMITED

Controlled by the

British Empire* STEEL *Corporation, Limited.
MONTREAL

Birkett's Best

That is what you may expect when you are dealing with us. When we receive your order and it is filled, you may rest assured that the goods sent you are of the very best. No article is stocked by us that we cannot stand behind and back to the limit, for we offer you only tried and tested lines, lines of well-known makers. Lines which you in turn can stand behind with utmost confidence. Lines on which a consumer acceptance has already been properly cultivated.

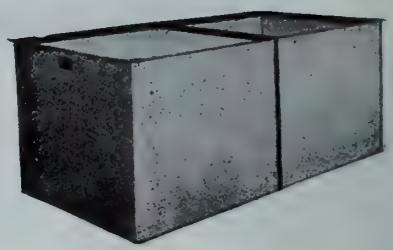
These lines only have to be displayed and they are easily sold

Try us with your next order

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

DEALERS
We stand back of these
TANKS

We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.



They bring you Business

Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting—finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 40 barrels.

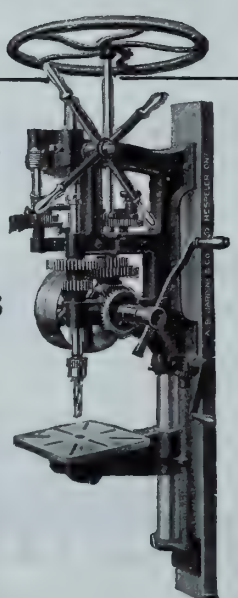
Our prices are as satisfactory as our Tanks.

Write for price-lists and further particulars regarding this money-making proposition.

The Steel Trough & Machine Co .Ltd.
TWEED, ONTARIO, CANADA

REGISTERED J TRADE MARK

"JARDINE"
Hand and Power
Drilling Machines



The exacting requirements of an unusually wide range of drilling are effectively served by "Jardine" Hand and Power Drilling Machines.

The sizes in these machines range from the Ratchet Hand Drilling machine to the big No. 6 Power Machine. The Ratchet Hand Drilling Machine is portable, may be applied to the job in any part of the shop and is particularly valuable for repair work, being universal in its adaptation to angles of different positions.

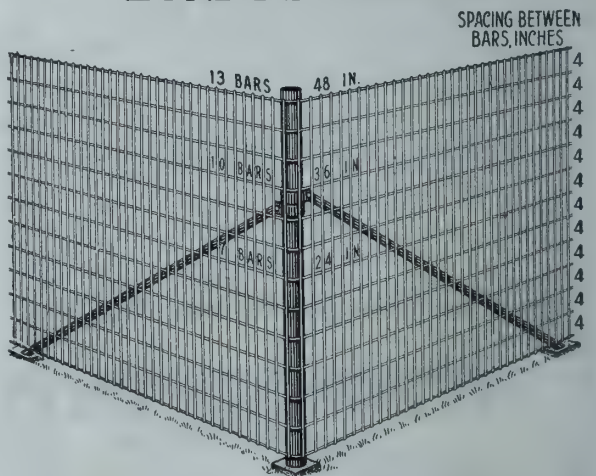
The Large No. 6 Power Machine is especially designed for Blacksmith's use. Get particulars of these tools.

Speed Up Your Drilling — With "Jardine" Tools

Made in Canada

A. B. JARDINE & CO. Ltd.
HESPELER, ONTARIO

Read the Selling Points Below—
You can certainly sell this fence and it will pay you well!
LUNDY'S FENCE



This electric weld fencing carries a guarantee that wires will not separate; that the weld will hold; that the welding does not injure wires. The mesh is close and uniform. The welding permanently and rigidly secures the joints. You will find good sales for stall guards (instead of wood), for gardens, orchards, grape arbors, tree and window guards, tennis courts, etc. Excellent for partitions in stock rooms, factories and warehouses.

Write for prices and terms to merchants.

A. R. LUNDY
257 King Street West, Toronto

If interested tear out this page and place with letters to be answered

The Genuine --

at new prices

First quality Fairbanks Portable Platform scales are now selling at prices only made possible by quantity production.
Liberal discounts to dealers. Send in your order now.

500 lb. capacity retails at

$23.35

1000 Pounds $27.30

F.O.B. Factory: Sherbrooke, Que.
Plus Inspection and Sales Tax

The Canadian Fairbanks-Morse Co. Limited
Canada's Departmental House for Mechanical Goods

St. John	Ottawa	Windsor
Quebec	Toronto	Winnipeg
Montreal	Hamilton	Regina
		Saskatoon
		Calgary
		Vancouver
		Victoria

Fairbanks Scales

If interested tear out this page and place with letters to be answered

Sell Starrett Tapes

Show'em These Figures

The placing of foot figures beside the larger inch figures enables the user of Starrett Steel Tapes to instantly read measurements—complete, in feet and inches—at any point on the tape. And every figure and graduation is marked steel-bright against the black surface of the tape.

In every detail that makes for accuracy, convenience and durability Starrett Steel Tapes lead in practical advantages and selling features.

Have you copies of the Starrett Catalog No. 22 "M A" and special Supplement describing and illustrating new Starrett Tools?

The L. S. STARRETT CO.

The World's Greatest Toolmakers

MANUFACTURERS OF HACKSAWS UNEXCELLED

Athol, Mass.

Sell Starrett Tools

42-311

STAR Hack Saws

Proven Values

It is the part of wisdom, right now, when every customer is looking closely into values, to stick to goods of proven value.

It is no time to take chances on goods of doubtful or unknown reputation, just because they offer a few cents more profit—IF, and it's a big "if" they sell.

That's why so many dealers find it good business to stick to Star Hack Saws, and stock as few other brands as possible.

Star Saws are now sold direct from the factory at Middletown, New York, where they have been manufactured for 38 years.

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office and Warehouse,
304 Imperial Office Bldg.
Hamilton Ontario

AN IDEAL METAL

for Stamping, Pressing, Spinning, etc.

ALUMINIUM

will economically help to solve your manufacturing Problems

The British Aluminium Company, Limited

263-267 Adelaide Street West
TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, MONTREAL

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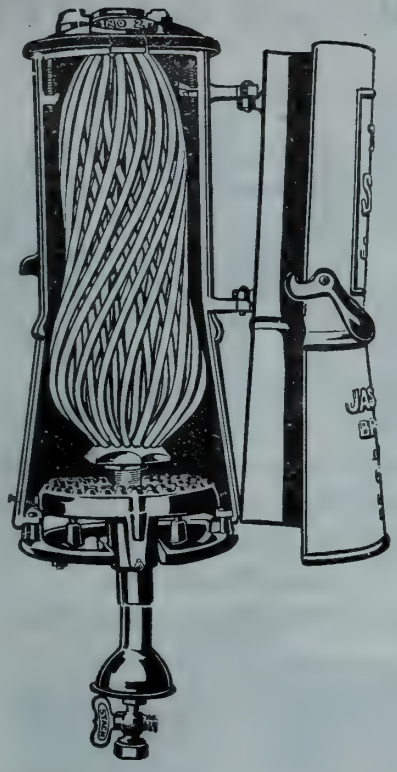

STACK FACTS

From Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

Better Business Is Coming

Be Wise In Time

LIGHTNING GEM BLIZZARD

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

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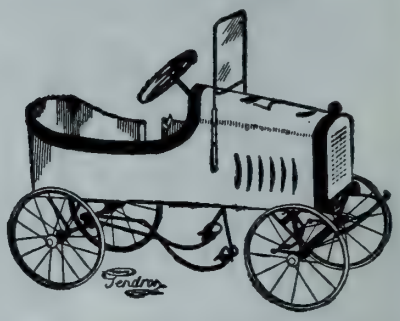
THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

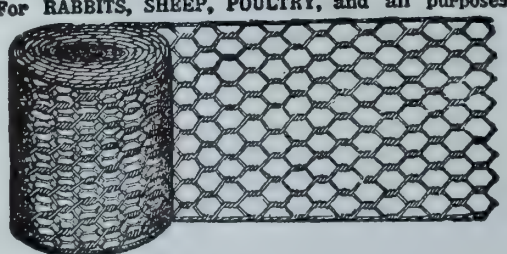
Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

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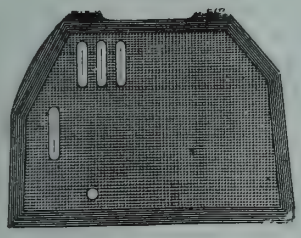
"GUTTA PERCHA" ACCESSORIES

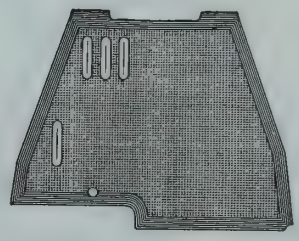


Coupe Mat

"Gutta Percha"

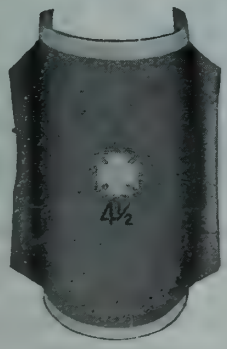
Wind and Heatproof Mats

For Ford Coupe, Sedan and Touring Car



Sedan Mat

These comfort-giving mats make an instant appeal to Ford motorists when you display them. Anti-draft control slots prevent wind, heat and engine odors from passing through the openings of clutch and emergency brake. These effective mats are well-made in pyramid pattern, corrugated border and reinforced with tough, non-abrasive stock where the heels touch the rubber. They appeal strongly to Ford owners—display them well.



Blowout Patch

Blowout Patches

These quick-selling "Gutta Percha" accessories have a smooth lining, feather edged at ends to prevent chafing or pinching the tube. After one trial your customers will prefer these most satisfactory patches—the safest yet devised.

Sealtite Patches

For tube repairs they are unequalled. Show your customers how quickly punctures can be repaired with no other tools than the hands. They are essential to every motoring trip.

Sealtite Patch

Gutta Percha & Rubber, Ltd.

Head Office and Factory: TORONTO

Branches in all Leading Cities of Canada

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THE ONLY WAY TO HANDLE AND DISPLAY TIRES

This shows Ceiling and Floor Racks. They cut the cost of handling tires and save money. Why not build your own racks with Mankey tire hangers and one-inch gas pipe. The price is low. Please ask your jobber or write direct. Write us—we will send a rack on free 15 days' trial. Hangers, $12 per dozen.

Delivered f.o.b. Montreal, Toronto, Winnipeg, Vancouver.

MOTOR NECESSITIES CO.
231 Somerset Block
WINNIPEG

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

HOW IS THE IRON STOCK?

When you are asked for some size of Iron and find your stock is run out, it often means that your customer goes elsewhere, and **you lose the profit that should be yours.**

LONDON BAR IRON

is giving general satisfaction everywhere it is used

From Atlantic to Pacific

The Quality Will Please Your Customers
ORDER NOW To Fill Up Your Stock.

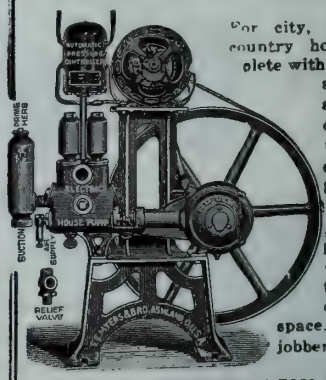
London Rolling Mill Co.,

Limited

LONDON, CANADA.

Sales Agents:
Western Canada—
BISSETT & WEBB, LTD.
Winnipeg.

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered

Making Good Business Better

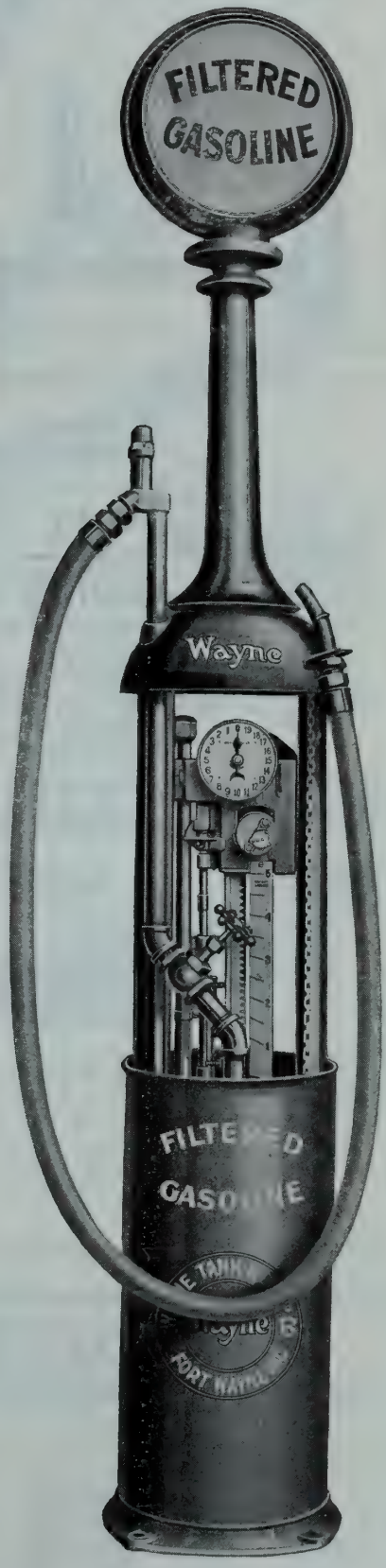
You know how your sales of tires and other automobile necessities pick up with the coming of Spring. Automobile owners brush up their old busses for the out-door months. They need a lot of new equipment, paints, varnishes, etc.

Why not go after more of this good business than you are getting now? A Wayne Honest Measure Gasoline Pump on the curb **outside** your store will make business better **inside.**

When automobilists stop for gasoline, call their attention to your stock of accessories. The result will be many sales not otherwise thought of, and perhaps new friends who can be developed into regular customers.

A Wayne Honest Measure Pump in front of your store will stop more than its share of passing motorists. Most drivers, wanting honest measures of filtered, water-free gasoline, naturally prefer to buy from a Wayne Pump.

Wayne Pumps are not expensive. One will quickly pay for itself in the sales of gasoline alone. And it will prove a mighty big help in the selling of all your other merchandise. Send for descriptive bulletins of Series HM.



Canadian Tank & Pump Co., Limited

121 Adelaide St., W. Toronto, Ont.

REG U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Air Compressors	Water Softening Systems	Oil Filtration Systems	Oil Burning Systems Furnaces and Forges

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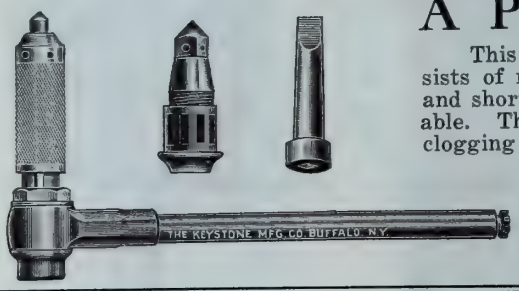
Keystone Reversible Ratchet

Combination No. 200

A Proven Record For Good Sales



This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

The Keystone Mfg. Company

Postal Station "B" Buffalo, N. Y.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

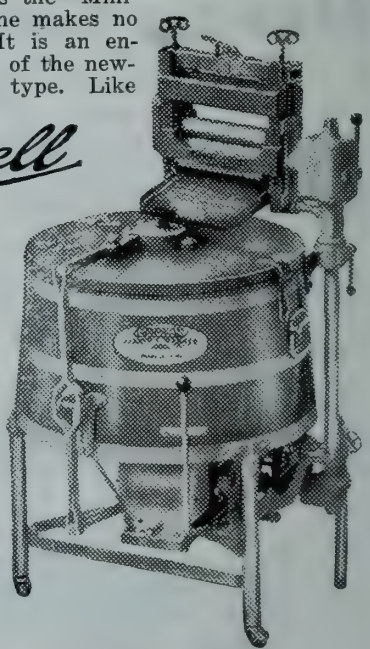
We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

IT PAYS A DEALER
to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED
ST. MARY'S, ONTARIO

Winnipeg Representatives: Bissett & Webb, 126 Lombard St.

Montreal Representatives: Jas. S. Parkes & Co., 290 St. Paul St. West.

MENDETS
A PATENT PATCH

There is a constant demand for this little money saver.

Cracks in the Water Bottle
And leaks in the Tank
If you handle Mendets
You'll have Money in the Bank

Place your order now for **Mendets**—the universal mending patch. The display case on the counter will not occupy much space but it will be a money maker for you.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them

MADE IN CANADA

MADE IN CANADA

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES

Over 40 Standard Patterns in 1000 Sizes

J. H. WILLIAMS & CO., Limited

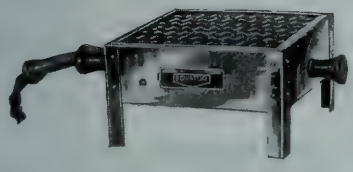
"The Wrench People"

30 Thorold Road, St. Catharines, Ont.

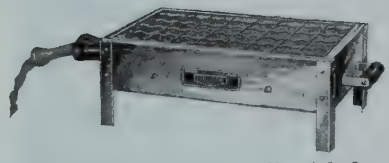
EQUATOR PRODUCTS

Standard of Quality The Same--Prices Much Lower

Generous Discounts to All



Cat. No. A3. Full nickel.
LIST with cord and plug $5.00



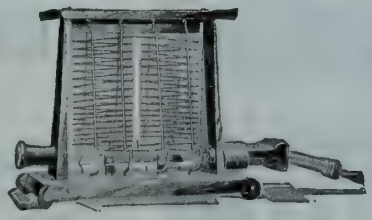
Cat. No. A5. Full nickel.
LIST with cord and plug $6.00

Cat. No. A14. LIST $2.50
Gun metal finish.
Without cord or plug.

Cat. No. A13. LIST $2.75
Polished aluminum.
Without cord or plug.

Cat. No. A12. LIST $3.00
Gun metal finish.
With cord and plug.

Cat. No. A11. LIST $3.25
Polished aluminum.
Without cord or plug.



Cat. No. A8. Full nickel.
LIST with cord and plug $5.00

Cat. No. A7. LIST $9.50
With cord and plug.

Equator Mfg. Co. Ltd.

Hamilton, Canada

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OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

Polar
Express Freezer

A LE TINCO Product

CAPACITY 2 QTS. (WINE)
Simple
Speedy
Economical
RETAILS $1.50

Send to-day for prices

Leslie Tinware Co. Limited
OTTAWA ONTARIO

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

No. 1 Fire Pot. List price each $27.20. Ask for Discount.

Having Burner Troubles?

Burner troubles are practically overcome in the C. & L. Improved Double Needle Burner used on all New Style No. 1 Fire Pots. The powerful Generator is controlled by Blunt Needles, making it impossible to enlarge the gas orifice and ruin the Generator, which is a common fault with all old style burners having sharp pointed Needles. Orifice is cleaned by Upper Needle, Lower Needle regulates. Either gasoline or kerosene can be burned, producing 300 degrees more heat. Jobbers supply at factory prices. Get a catalogue.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., DETROIT, MICH., U. S. A.

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

INTRODUCING:

Empire Brush Brass Enamel

For renewing Brass Beds, Brass Fixtures, Radiators, Doorknobs, Mouldings, Picture Frames, and all materials where a Brush Brass Finish is Desired.

Can be applied to painted or unpainted surfaces.

Imparts a Rich Lustrous Finish, A Hard Permanent Surface—Dries Quickly—Ready for Use—Stands Washing.

MADE IN CANADA

It will pay you to carry this line

Retail Price, $1.00 per 4 oz. Tin.

Write Your Jobber—or Manufacturers Direct.

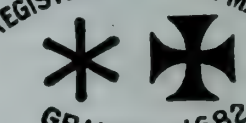
Empire Brush Brass Enamel Co.
KINGSTON, ONTARIO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

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SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

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Files have this peculiarity

—they cannot be re-sharpened, but must be replaced.

This makes file users particular to get files that do not get dull quickly. It also makes them **continuous** buyers of the approved brand.

Our five brands of files have been regarded for over half a century as the standard files.

If file users can get them at YOUR store, you will get their steady custom for files—and other things.

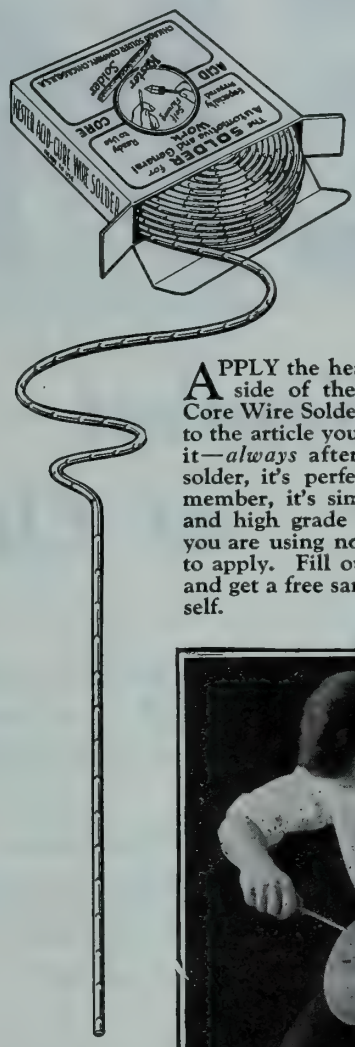
Your jobber can supply you promptly—our reserves are equal to sudden demands. Specify one of these brands:

Kearney & Foot
Great Western
American
Arcade
Globe
FILES - - RASPS

—Made in Canada by—

Nicholson File Company

PORT HOPE
ONTARIO



"I received your sample of Kester Acid Core Wire Solder and have tried it out and like it fine. Have bought a spool of it from my dealer and find that it saves a lot of trouble. All I have to do is to heat my soldering iron and the solder will do the rest.

"I am glad I found your advertisement and sure appreciate it very much."

—JOHN C. BUCK
Harrison, Neb.

APPLY the heat—and from the inside of the *hollow* Kester Acid Core Wire Solder, the acid will run on to the article you are soldering. After it—*always* after it—will come the solder, it's perfect flux formed. Remember, it's simply high grade flux and high grade solder—the same as you are using now, but far, far easier to apply. Fill out the coupon below and get a free sample to try for yourself.

In the illustration below the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

KESTER
Acid Core WIRE SOLDER

CHICAGO SOLDER COMPANY H&M 5-13-22
4225 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

SAMPLE FREE

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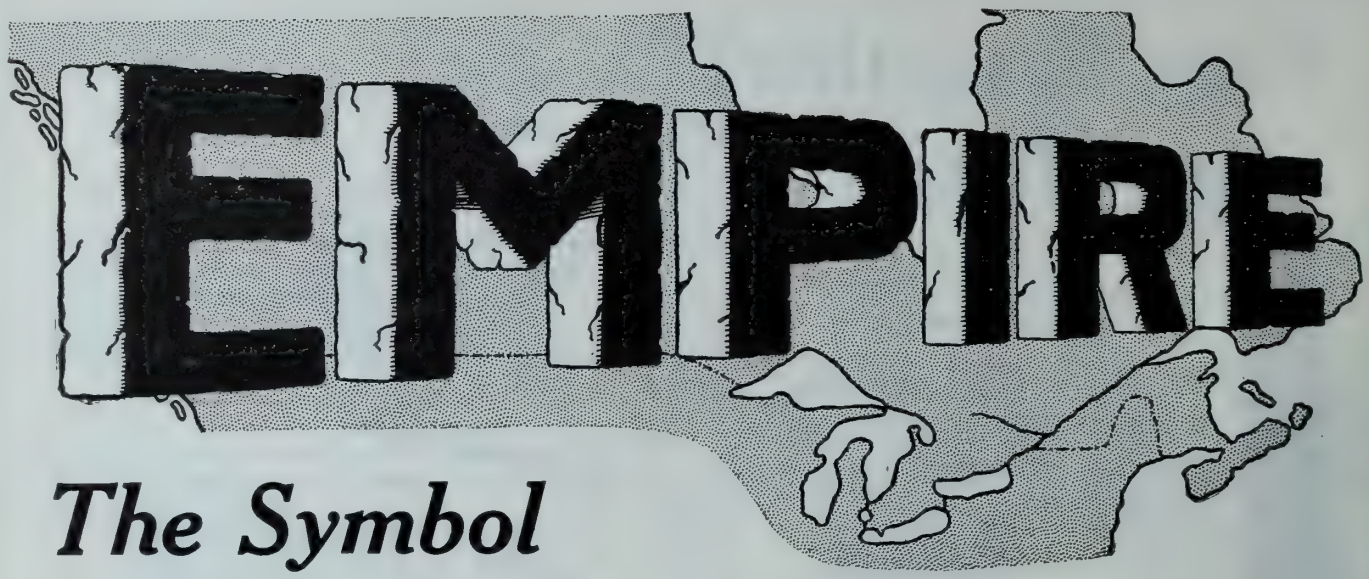

The Symbol of Quality Products

A-1981

BRASS goods, plumbing supplies, and Sanitary fixtures bearing the name "Emco" are designed to give maximum service and satisfaction.

The "Emco" Brass Spray Nozzle A-1981 embodies features that guarantee durability. It will adjust readily from a misty spray to a coarse or full stream, and will shut off tight.

No. A-1982 is a hose coupling that is well machined with deep even threads, and is a necessity wherever a hose is used.

Insist on obtaining "Emco" Nozzles from your jobber.

"All fault is gone—when 'Emco' goes on."

A-1982

Empire Brass Mfg. Company, Limited

London and Toronto, Canada

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV APRIL 22, 1922 No. 16

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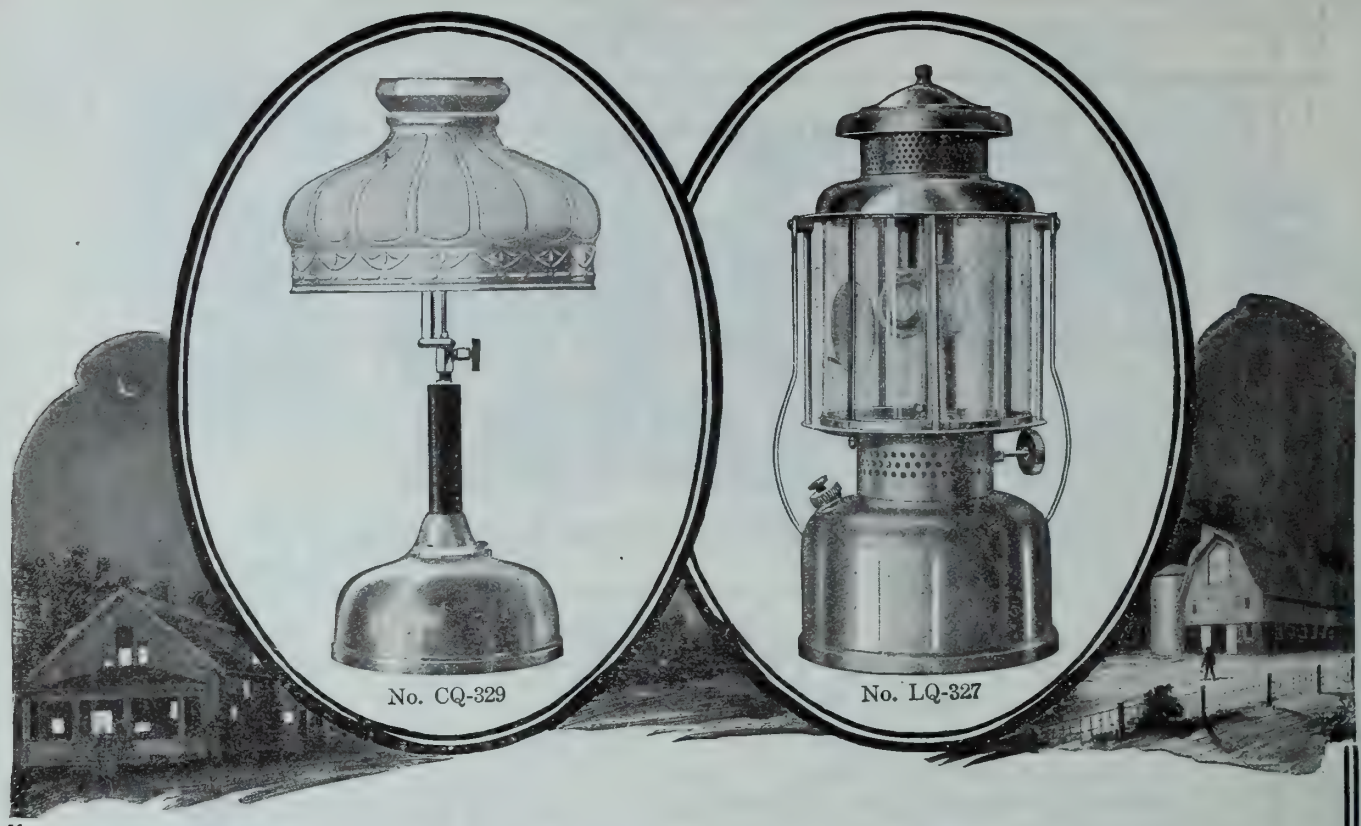

To Light One is to Sell One!

"WONDERFUL light"—these two words describe the pure white brilliance of 300 candle power that has made the Quick-Lite famous throughout Canada—across the border and in the far-away corners of the Earth. Dealers who light a Quick-Lite Lamp or Lantern and demonstrate their economy and superior advantages, find sales easy.

Coleman Quick-Lite

Lamps and Lanterns

MADE IN CANADA

No wicks to trim. No chimneys to wash. No smoke; no soot; no odour. More light than 20 old style oil lamps at a big saving in fuel cost. Merchants find Coleman Quick-Lites big aids in selling other merchandise. Light a Quick-Lite and keep it lighted—you'll sell plenty of 'em and other goods, too.

Order From Your Jobber: Fifty of the best Jobbers throughout Canada distribute Quick-Lite Lamps, Lanterns and Quick-Fill Tire Pumps. Get the Coleman Habit—it's a profit maker. Our National Advertising brings customers to your store.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Department T-5, Toronto, Canada

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, APRIL 22, 1922. No. 16

Listening to the Voices in the Air

Development of Radio Telephony Marks Commencement of Another Specialized Industry—Provides New Source of Business for Hardware Stores—Popular Enthusiasm Gives Incentive to Distributing of Both Sets and Parts

EDITOR'S NOTE.—Hardware merchants are rapidly becoming radio-phone enthusiasts. This week has marked a number of wholesale and retail hardware firms enter upon the sale of sets and parts. For the benefit of readers, complete details will be given in the next issue of Hardware and Metal concerning the methods suggested by wholesalers and manufacturers, and also concerning the plans of certain retailers for developing business in radio-phones. The following article is preliminary, explaining what is being accomplished. what type of sets and parts are in chief demand, what steps are being taken to encourage their use, suggestions re forming radio clubs locally, etc. It will pay every hardware merchant to make a thorough study of the possibilities of this field and Hardware and Metal will be glad to have any enquiries on the subject which are not answered in the articles.

WITH THE public showing keen interest in the various features of radio phones and with a widespread demand among radio enthusiasts for both parts and sets, the universal importance of this new phase of wireless communication contains a strong appeal to the merchant taking full advantage of the market thus created.

Not only are the recent developments of radiophone considered as the initial steps towards the final erection of a specialized and extensive industry, but it also opens a new merchandising field for aggressive retail hardware merchants.

The fact that hardware stores in general already handle a large number of supplies and articles needed in the installation of radio sets, provides a concrete foundation for considering the hardware industry as a legitimate distributing channel for radio equipment. Among such items referred to are noted nails, bolts, screws, buzzers, dry cells, bell wire, switches, rope, pulleys, tacks, tape, galvanized wire and copper wire, as well as the tools required for use in assembling and erecting receiving outfits.

Great Possibilities Involved

According to F. D. MacKay, general manager, Independent Telephone Co., Toronto, the importance of radiophone development both from the scientific and also business, as well as the purely recreative viewpoint, has hardly yet been fully recognized, because of the rapid strides made in this direction during recent months. In discussing radiophones with Hardware and Metal, Mr. MacKay pointed out that this new industry constitutes one of the most prominent discoveries of a century which is already notable for inventions and achievements of all kinds, especially in scientific research. The entertaining phase of radio communication, however, is considered as one of the primary features of wireless telephony in its present stage of development. Lectures, speeches, concerts, and similar attractions of all kinds can be distributed to gatherings and individuals over varying distances.

Referring to the use of radiophones for commercial purposes, however, it was stated that certain elements tended to curtail its adoption in this direction. The fact that the operation of transmitters requires expert knowledge and much technical training, combined with the close restriction on the issuing of licenses to operators by the government, are factors tending to make business institutions somewhat cautious in using radio.

Another handicap is the confined area of communication, although it is generally understood that scientific experiments in this direction are fast overcoming the handicap of greater distances.

Hardware Merchants Buying Sets

Radio sets have already been supplied to numerous hardware merchants throughout the country, and while it was stated that the final distributing policy has not yet been decided upon by the manufacturers, it is expected to be through the recognized regular wholesale and retail channels, and discounts are quoted by the producers accordingly. The original demand was spasmodic, but individuals interested in radio outfits are now usually in communication with merchants regarding their requirements, and rapid strides in sales activity by retail hardware men is generally looked for.

Electrical manufacturers are naturally taking advantage of the sensational spread of wireless telephony, and new factories for the production of parts are frequently noticed. In spite of this, however, it is stated that producers of radio equipment and supplies are at present taxed to their limit in meeting the demand.

One exceptional element, however, in connection with radiophone is the fact that while resembling a fad in several ways because of its sudden popularity, yet the industry contains unique possibilities of serviceable value and that also of a permanent nature.

Receiver is Most Popular

The receiver is the most popular portion of the outfit or set, the transmitters —as outlined—only being required in special instances. Receivers can be purchased complete, or in many cases assembled from parts by the amateur for personal use, and hardware merchants who have participated actively in this new department, report that a fairly large and rapid turnover is evident in the movement of parts, as members of Boy Scout and similar organizations are especially keen in assembling their own outfits.

Charts showing the method of erecting sets and installing radio systems, are supplied by the manufacturers. The average radio enthusiast, however, will frequently purchase a complete set, especially where the incentive or time to assemble parts is lacking. Radio receiving sets show a varying range in price, the inexpensive sets while giving satisfaction in respect to "listening in," naturally have their limitations. The more expensive sets give greater radius, or receiving capacity, and cost more

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Attribute Increasing Prices on Iron Partially and Steel Products to Effect of Coal Strike

Division of Opinion as to Cause of Higher Prices on Pig Iron, Galvanized Sheets, Shapes, Bars, etc., But Agreed That Coal Strike Has Had Some Influence—Unexpected Participation of Many Non-Union Miners in Strike—Curtailed Coke Supply a Big Handicap

EDITOR'S NOTE:—While early reports tended to discount the immediate importance and effect of the coal strike upon the iron and steel industry it has become evident within the past few days that whether from this or not there is developing a very firm tendency in iron and steel prices, which producers are more or less directly attributing to the coal strike conditions. Considerable advances have already been made by United States mills on pig iron, galvanized sheets, bars, shapes, etc. To what extent this movement is likely to develop and how it will affect these products in Canada are points dealt with in the following article.

WHAT IS described in some quarters as the "greatest strike in the history of the coal industry," now threatens to result in increasing prices on iron and steel products generally. Incidentally, there also exists the possibility that a shortage of other commodities, or attendant difficulties in transporting ready supplies, may cause higher prices on various classes of merchandise.

At the commencement of the strike on April 1, little concern was manifest in the steel industry, as preparations against such a situation had generally been carried on by producers with the result that additional stocks of coal were evident on almost every hand. Such accumulations were estimated to be of sufficient volume to keep mills and other large consumers operating anywhere from three to six months.

Factors which have contributed towards altering the complexion of the strike's effect on the steel trade are numerous and varied, but one of the principal elements is noticeable in the somewhat unexpected participation in the strike of the majority of non-union miners. While it was more or less expected that the union coal mines would be shut-down, as the walk-out was practically one hundred per cent. effective, yet the continuance of operators in non-union fields was generally looked for. The importance of existing circumstances revolves around the curtailment in the current supply of crude steel, due to the restriction in pig iron supplies, which is in turn dependent upon coke. It is pointed out that should the strike continue, mills may not be able to operate in full, owing to insufficient crude steel, while such plants may still have sufficient coal.

Failure of Coke Supply

The failure of the independent coke supply, therefore, with its resultant effect upon pig iron, has developed signs of anxiety in several directions. In certain quarters, the feeling was also noticeable a few weeks ago that the coal strike, if called, would not be of lengthy duration. But the dead-lock which has arisen between mine operators and miners, has brought about a steady continuance of the strike.

Briefly stated, the disturbance is centred in the American coal mining industry, although Canadian mines are also affected to a certain extent. The labor organizations at domestic mines are stated to be in direct sympathy with the southern miners, not only through certain international affiliations—where such exist—but also because of the similarity in the interests involved.

Over half a million miners have been out on strike for nearly a month, with all of the anthracite mines and most of the bituminous fields consequently shut down. The hard coal miners have acted in conjunction with their contemporaries in the soft coal areas, although a slight difference is apparent in the primary aims of their respective organizations. The hard coal miners have been agitating for a twenty per cent. advance in the prevailing wage scale, and various conferences aimed at a mutual agreement have been evident between the miners representatives and the anthracite operators. On the other hand, the soft coal miners are fighting for the retention of their present rate of pay, in the face of the operators' call for a reduction. In this case, however, both sides have been reluctant or unwilling to discuss the basis for a settlement.

Influence on Steel Prices

How the culmination of these factors may influence steel prices in the near future, is evident from the recent increase in the ratio of operation at southern mills. The demand has increased rapidly and in far greater proportion to the rate of consumption. Large consumers and other dealers in steel, are therefore buying for stock requirements, it generally being admitted that some anxiety regarding the effects and duration of the coal strike has assisted in reaching this decision.

It has also been pointed out that as the capacity of steel producers is being more heavily called upon for the first time since the war years, the consumption of coal in such quarters is consequently greater than was originally estimated. Increased mill operations were naturally looked for during the spring season, but with the increasing demand for coke in the primary sources of steel production, from stocks which are at best greatly restricted since the participation of non-union miners in the strike, the resultant situation is rapidly becoming acute.

Delivery from the mills is noticeably less prompt than during earlier weeks, and with the policy of purchasing for immediate requirements, there developed the dependence of consumers upon fresh supplies. The replenishment of stocks has, therefore, become necessary to a certain extent, and with restrictions in delivery has also developed a stiffening in prices on nearly all steel products.

May Affect Transportation

It is also stated that a continuance of the strike may possibly lead to the tightening of steam transportation facilities, with

its attendant results. As approximately five tons of ore and raw materials are required in the production of one ton of steel, the primary importance of transportation of both coal and ore is strikingly apparent. Such a factor also controls the shipment of the finished, or semi-finished products, which may be a later development of the situation should the strike continue to the point where railways in general commence to husband their available coal supplies, such as recently announced by the larger companies operating lines in both Canada and the United States.

As reflecting the thin end of the wedge in the direction of rising prices may be noted the increase in the quotations on pig iron. In addition, there has now developed a higher tendency in quotations on galvanized sheets, bars, shapes and other steel goods at primary U. S. points, which is frequently construed as heralding the possibility of similar advances being reflected in Canada in the near future.

The stiffening of prices during recent days has also developed a reluctance among steel producers to take orders at prevailing levels. The belief is more or less evident at the mills that the turn in prices has arrived, with producers naturally desiring to eliminate the price-shading tactics which were apparent between competitors in the desire to attract additional business.

Attributed to Coal Strike

Many of these factors were touched upon by G. T. Pepall, director of Samuel & Benjamin, Ltd., Toronto, when discussing the coal strike from the angle of steel prices, with Hardware and Metal. Mr. Pepall attributed the greater degree of firmness in the steel markets directly to the coal strike, a firmness which as pointed out, was previously lacking.

The belief has also been expressed that any movement in the direction of additional price advances on basic materials would also sooner or later be reflected in similar price changes on manufactured steel products. Among the lengthy list of such commodities, manufacturers of which may be forced to increase quotations if the steel costs advance, may be noted, blue annealed, galvanized and black sheets, corrugated sheets, range boilers, eavestrough, conductor pipe, wrought piping, boiler tubes, galvanized products, and tinware; while numerous other hardware lines in which steel supplies the primary foundation may feel the influence of higher costs.

According to recent metal market reports, the belief has developed in some quarters that steel magnates under-estimated the full importance of the coal strike, especially in its present magnitude. The fact that earlier statements of leaders in the industry contributed to the belief that no anxiety should be displayed and little effect anticipated for a number of months, is evidently taken by some as skillful anticipation of the present situation, which as noted above, has been accentuated by the cessation of many non-union mines which were expected to continue operations.

Due to Two Causes

The firmer tone now evident in the steel industry, with its far reaching effect on almost all products pertaining to the industry, is, according to a large distributor in Montreal, due to two causes; first, it is a natural tendency following a better feeling owing to increased demands and heavier consumption; and secondly, the much discussed coal strike. The latter is perhaps playing a more important part in the market than was at first anticipated. Reports received from their principals when the strike was declared told of ample coal supplies for from three to four months hence at least, but they are now informed that certain producers will have exhausted supplies in the course of the next four to six weeks. This, of course, does not apply to the industry as a whole, for other mills report enough coal for them to continue operations well into the summer. The reason for this is that some of the larger producers own their own mines, some operated outside of the union, while smaller independent mills are dependent on dealer supply for their coal. Unfortunately, much of the coal reported on hand in the country is in the hands of dealers, and as soon as the pinch is felt the natural result, that of boosting prices, will take place. Again, some mills are not as close to the mines as others and producers in Eastern Pennsylvania will suffer because of smaller accumulations and transportation difficulties. The coal shortage is to-day, in this dealer's opinion, a very serious obstacle, and there is little doubt but what it is one of the chief factors responsible for the present stiffening of prices.

Take Advantage of the Situation

A steel company official stated that in his opinion the coal strike was not responsible to any great extent for the strong tone in the market up to the present. A continuation of the strike would undoubtedly have its drastic effects at a little later date, but mills were now operating at an increasing rate of production, with an estimated supply of coal for the next 90 days. A factor which is contributing more to the stronger tone at the present time is that producers have realized that liquidation has been too far extended in the past months, that no money has been made by the mills for some time past. Records would show that commodity prices on almost all steel products had been further liquidated than many other lines. If mills were operating at a loss up until the more active period of spring, it was only reasonable to assume that producers would now take advantage of increased consumption and increase prices to a level that would at least show a reasonable amount of profit.

As representing the views of one of the most prominent and usually well-informed firms in Canada, the following expressions were made to Hardware and Metal, when discussing the relativity between the steel industry and the coal strike.

"Higher prices on several instances in the south, are not attributable to the coal strike, but due to the fact that the industry as a whole is now on the road to improvement and the prevailing trend is a healthy one. Consumption has expanded, demand has increased, and the mills were naturally on an increased production basis. With this improvement,

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A Prospect List for Household Lines

Separate Department for Household Goods No Longer an Experiment and Has Proved Effective—How An Active Prospect List of Household Hardware Customers Can Be Compiled—Reciprocal Arrangement With Other Stores Helps Summer Tourist Trade—Gun Demonstration Brought Ten Prospects for Every Dollar Spent

REALIZING that an increasing number of women are becoming shoppers in retail hardware stores for various household lines, and that such customers desire special facilities to aid them in shopping, Mr. Gilverson, jr., manager of the retail department of Rice, Lewis and Son Ltd., Toronto, has contrived the idea of conducting the sale of household requirements in a department absolutely separate from the rest of the store. This department was opened some time ago and its record has shown the value of the underlying principle. It has been conducted long enough now to be more than an experiment and Mr. Gilverson looks upon the household goods department of the store as one of the most important from the standpoint of turnover and profit as well as a department which lends itself readily to stimulative measures when special sales are contemplated.

The household goods department of this store is located on the floor above the store and access is made to it by means of stairs and elevator. Here a good sized room is available with a smaller room adjoining, the elevator being in the smaller room. This room is illustrated, in the view, which shows a display of washing machines, kitchen cabinets, refrigerators, gas stoves, wringers, etc. In the large room, shown in the other picture, an extensive grouping of fireplace furnishings is made in the centre of the floor toward the rear, this including fire screens, irons, fenders, grates etc. A number of portable electric heaters are also shown in conjunction therewith because of their adaptability to the changing seasons of spring and fall at the time when the fireplace is a source of comfort until the winter chill is out of the house.

Sees All of Display

On tables arranged toward the front of the room are shown a number of smaller household articles such as enamel ware, bread boxes, kitchen utensils of various kinds. Along the wall are a number of compartments in the shelving in which neat arrangements of various kitchen utensils in enamel ware, aluminum, tinware etc. appear. Two entrances are made from this large room into the smaller room as shown in the illustration. The layout of these rooms is such as to encourage the customer to see all parts of the display. Entering the small room by elevator or stairway, the prospect is conducted through the near door into the large room and around the circle returning to the front of the large room and through the far door into the smaller room.

Discussing the use of separate rooms for the household goods, Mr. Gilverson advised Hardware and Metal that the conducting of a special department for these lines, absolutely distinct from the

The smaller room of the Household Goods Department in the Rice Lewis and Son Ltd. store, Toronto, is where the entrance is made to the department by both stairway and elevator. Here the electric washers, kitchen cabinets, refrigerators, gas stoves, etc., are shown. These rooms are well lighted and conductive to a leisurely examination of the various household lines on display.

Where Customers Inspect Household Goods

The larger room of the two devoted to Household Goods in the Rice Lewis and Son Ltd., store Toronto, has an arrangement of fireplace furnishings, portable electric heaters and kindred lines in the centre. These articles sell well at this time of year to bridge the few weeks between the winter and summer months. Toward the front is a table devoted to small kitchen utensils and along the wall are grouped various articles of enamelware, aluminum, tinware, etc.

rest of the hardware stock, was very effective in increasing their sale. Customers, particularly women, were said to be much taken with the clean appearance and quiet atmosphere of this department and when in such a mood it was much easier to sell them. It was found that many women customers like to visit this department and take their time examining the various lines without any prompting of retail salesmen and when a list was made of their requirements this list was handed over on leaving the store, to be filled. Then too it enables the customer to make a thorough and uninterrupted examination of such lines as washing machines, kitchen cabinets, refrigerators, gas stoves, etc.

How Ads are Planned

Regular use is made of good sized advertising space to deal with certain articles in the store, and household lines are very often featured attractively. Demonstrations are occasionally given of some household line, and here again the separate department is found valuable in aiding the concentration of interest. In connection with the firm's retail advertising, Mr. Gilverson makes a list of the articles he wishes to advertise on a certain day and gets the ad writers of the various newspapers in which it will appear to draw up a layout ad for it. He takes these suggestions and then draws up his own ads from those suggestions. In this way he is able to get the most effective "copy."

This store makes quite a specialty of summer resort requirements such as tents, camp outfits, motorists' supplies, etc. It is found that being in a downtown location near the hotels, a great number of tourists visiting the city in connection with some motor trip are brought into close contact with the store. Throughout the summer this line of goods is advertised and displayed in the windows. Another feature of assistance has been an arrangement with another large downtown grocery store which is in a prominent location and which develops a large business in the summer months with tourists who wish to replenish their supplies before passing along. This arrangement is reciprocal and is merely one by which each store recommends the other for the supplying of its particular lines. It has been found that many customers are brought to each store through this plan of recommendaton.

Selling Motor Tourists

A large number of motor tourists visited Canada from the United States during 1921, to say nothing of the large number of Canadian tourists who went long distance trips themselves. During the forthcoming year it is expected that there will be even more touring done by Canadians and visitors from the south. The Motor Leagues of the various provinces state that early enquiries being made indicate a big increase in the amount of motoring to be done by the tourists this summer. In view of this condition, many hardware merchants may be able to take advantage of some of the suggestions made by Rice Lewis and Son, Ltd. as to means for developing this trade.

In connection with camp requirements, looms up the need for rifles, guns, ammunition etc. In this connection it is interesting to note that a special demonstration of a number of guns, conducted by experts on the various lines, was highly successful. Mr. Gilverson estim-

RICE LEWIS AND SON, LTD.

Toronto, April 19, 1922

Dear Madam:

In making preparations to enter your new home, we believe it will be welcome news to know that there is one store in Toronto where you can secure whatever you may require in the way of kitchen equipment and household necessities in one department.

Our new Household Appliance Department has been opened with the idea of making it possible for you to select the things you need with the greatest convenience. Our very complete stock offers you a wide variety of choice in the various lines mentioned. A comparison of prices will prove that our values are unequalled.

For more than 73 years this store has maintained an envied position in the confidence of the people of Toronto. If you are not already one of our regular customers, we hope you will accept this invitation to come and get acquainted.

Yours very truly,

Manager,

Cutlery and Household Appliance Dept.

Score out the Articles You Now Have—This Then Will Be a List of Your Requirements in Household Appliances

Stainless Steel
Table Knives
Carving Knives
Rogers' 1847 Silverware
Community
Cut Glass
Gas Stove or Range
Gas Plate
Oil Stove
Hot Water Heater
Dish Pan
Dish Drying Rack
Dish Washing Machine
Dish Mop
Sink Strainer
Pot Scraper
Egg Beater
Potato Masher
Wooden Mixing Spoon
Lemon Squeezer
Can Opener
Cork Screw
Food Chopper
Scales
Kitchen Knives
Kitchen Forks
Bread Knives
Pail
Mop
Broom
Waxing Brush
Wax
Furniture Polish
Brass and Silver Polish
Vacuum Cleaner
Vacuum Sweeper
Carpet Sweeper
Washing Machine Electric
Washing Machine Hand Power
Washing Machine Water power
Wash Boiler
Wash Tub
Wash Board
Wash Tub Stand
Wringer
Refrigerator
Aluminum and Enamel Ware
Sauce Pans
Double Boiler
Preserving Kettle
Mixing Bowl
Frying Pans
Pie Plates
Roasting Pans
Tea Kettle
Tea Pot
Coffee Pot
Casseroles
Cullender
Pyrex Ware
Baking Dish
Casseroles
Cake Dish
Individual Pie Dish
Pie Plate
Utility Dish
Bean Pot
Custard Cup
Electrical Appliances
Toaster
Iron
Grill Stove
Kettle
Tea Pot
Percolator
Immersion Heater
Chafing Dish
Heater Majestic
Nat. Electric

ates that 400 letters were sent out to propects. The sum of $60 was spent on advertising it and $40 was spent on letters. That results justified this special endeavor is indicated by the fact that Mr. Gilverson reports ten people visited the store and attended the demonstration for every dollar that was spent, and many sales of guns and kindred equipment were made. The demonstrations proved the fact that many men are interested in guns and rifles but want to know more about their construction. In the camping season and early fall such demonstrations prove effective in stimulating interest.

Fireplace furnishings have enjoyed an active trade since last fall and many sales are being made now to tide over the few weeks when the furnace is let out and until warm weather comes. The biggest season of the year is in the fall, but there is a steady turnover in this line throughout the year in this store. Mr. Gilverson has been evolving a plan of guarantee and collection in connection with the sale of electric washers, power mowers and other lines which run into considerable money. He is of the opinion that the sale of such lines should be encouraged and the difficulties of large cash payments can be eliminated with safety.

Of distinct value in stirring up business and new prospects has been a plan of watching society columns of the local newspapers closely and following up engagement, wedding and anniversary notices with a suitable letter. Elsewhere in this article is shown a letter as sent out to prospective brides announcing the household goods department and enclosing a list of lines handled in that department which serve as suggestions. This plan makes it very easy for the prospect to make sure that her home will be provided with all the various small appliances necessary.

STEEL PRICES AND THE COAL STRIKE

Continued from page 29.

As representing the views of one of the most prominent and usually well-informed firms in Canada, the following expressions were made to Hardware and Metal, when discussing the relativity between the steel industry and the coal strike.

"Higher prices on several instances in the south, are not attributable to the coal strike, but due to the fact that the industry as a whole is now on the road to improvement and the prevailing trend is a healthy one. Consumption has expanded, demand has increased, and the mills were naturally on an increased production basis. With this improvement, it is only natural that prices should advance, and this situation bears out the predictions made during recent months by men well-informed in the industry that as this condition became apparent in the steel markets, some higher prices would be the natural result.

"Buyers in general are extending their purchases, some of them having had in view the duration of the strike. The present movement, however, indicates the return of the industry to normal. In normal times a buyer would not only meet prevailing requirements, but would also stock warehouses to a reasonable extent according to the anticipated future demands."

It was pointed out that if buyers were now firm in their belief that the industry was improving and gradually returning to normalcy, why would they not again adopt this plan and increase their purchases over what they have been in the habit of doing in the past months? Undoubtedly the majority of buyers are well-informed as to the conditions as they now exist and are, with few exceptions, fully convinced that lower prices could not, and would not, prevail if the industry was to continue in a healthy state.

Referring to supplies of coal stocked by the mills in anticipation of labor unsettlement, it was stated that the majority of southern producers have sufficient coal on hand for some time yet, and while the continuation of the coal strike would be a serious menace in a few months hence, the present gains made in the industry were not attributable to this, to the extent that many people thought.

Dealing with the coal strike, Iron Age says:—

The coal strike's effect upon the iron and steel market in the past week has been seen chiefly in advancing pig iron prices and in increased demand and stiffening of prices for rolled products. Ac-

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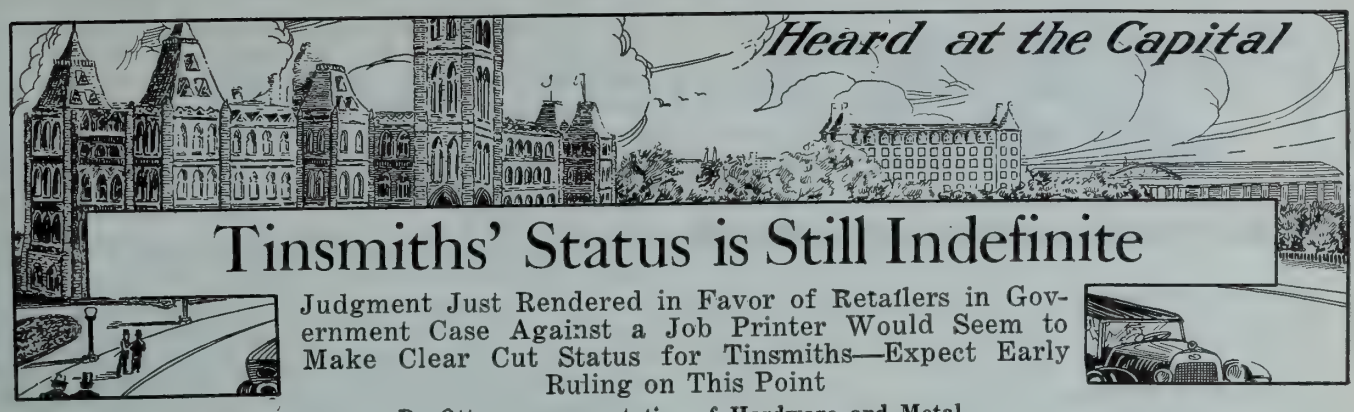

Tinsmiths' Status is Still Indefinite

Judgment Just Rendered in Favor of Retailers in Government Case Against a Job Printer Would Seem to Make Clear Cut Status for Tinsmiths—Expect Early Ruling on This Point

By Ottawa representative of Hardware and Metal

OTTAWA, Ont.—The retail trade as a whole, including hardware merchants and tinsmiths, are at present at sea as regards the operation of the sales tax and the government's proposals in that direction, so an outline of the situation is timely. When the present Sales Tax Act was placed on the statute books of the Dominion Parliament, it clearly was not intended that a sales tax should be collected from retail merchants. During the carrying out of the operations of the Act by the Department of Customs and Excise the officials of the department, however, included a number of retail merchants in it and called upon them to pay a sales tax as manufacturers.

The principal ones included hardware merchants, tinsmiths, electrical dealers and contractors, etc.

Objection was made by the Retail Merchants' Association of Canada to the action of the department and in order to test the validity of the Act a suit was taken by the Government against Messrs. Pedrick and Palen, merchant tailors, Ottawa. The case came before the Exchequer Court and Judge Audette gave judgment in favor of the retailers. Following this judgment the Act was amended by adding a clause which excluded all those retail merchants who made goods to the order of their customers.

Retailers Again Win

Another suit, however, was instituted by the Government against P. Karson, confectioner, Ottawa, and Judge Gunn of Ottawa rendered judgment in favor of the retailer. A further case was taken against Mr. Karson in the Exchequer court and judgment was rendered in favor of the Government. The amount in dispute was about $200 and the court costs were $409, not including the solicitors' costs on both sides. An appeal was taken by the Association against this judgment just recently to the Supreme Court, but the court having the right to decide whether to go on with the case or not if it is less than $500, decided not to take it up, important and all as the issue was.

While the above cases were proceeding, another case was taken by the Government against Messrs. Aunger and Robertson, Limited, job printers in Saskatoon, Saskatchewan, who are also members of the Retail Merchants' Association. This was a case wherein the Government claimed that a job printer who printed articles for stock or for sale in his retail store was subject to a sales tax. The Retail Merchants' Association who defended the case, contended that they had no right to pay a sales tax, and the judge decided in the retailer's favor. This judgment has just been rendered.

Little Excuse for Taxing Tinsmiths

In rendering this decision, Judge McLeod said: "On the facts agreed on in this case by counsel, and they appear to me sufficient for the purpose in question, I am of the opinion, following the judgment of the King vs. Pedrick and Palen, that the defendants are not liable; and the only doubt I have in mind was caused by the fact that in the Regulations the nature of the business carried on by the defendants, namely that of job printers, is given as an illustration of the status of manufacturers. It appears to me, however, from the judgment to which I have referred that the defendants cannot be said with any degree of real accuracy to be manufacturers within the meaning of the Act."

This being the view taken in regard to job printers, there does not seem to be the least excuse for the Government calling upon tinsmiths to pay the manufacturers' tax, as they are in exactly the same position as the job printers.

Owing to the uncertainty of some of the clauses of the Act, merchants in general are hopeful that it will be amended during the present session of parliament so as to avoid any further litigation or uncertainty. Retail merchants as a class do not object to pay any portion of their fair share of taxation; in fact they pay the largest share of any class in every municipality, and all taxes that are paid to the Government by manufacturers or importers are passed on to the retail trade and in fifty per cent. of their purchases and sales they are unable to collect it but are forced to absorb it in their overhead expenses. They say their chief desire is to see that all systems of taxation are levied equitably.

Disapprove Word "Sheffield" as Trade Mark

When Used as a Mark for Silver Plated Hollow Ware—Word Signifies Having Origin in Sheffield, England, and Signifies Quality—Has Had Much Abuse.

FOLLOWING is copy of U. S. report of "Trade Practice Submittal" as to the use of the word "Sheffield." This contains the decision of the Commission fairly well in detail, from which it will be noted that they have not made any definition of what should be considered Sheffield Plate and do not approve the use of the word "Sheffield" as a trade name or mark for silver plated hollow ware.

Trade Practice Submittal. The trade practice submittal is used by the Federal Trade Commission in order to help it in determining what are unfair trade practices by the trade in which those practices are used. To such a submittal the Commission invites representatives of all members of the industry in question who in conference are supposed to arrive at conclusions as to what they consider fair and unfair. These conclusions the Commission does not hold as binding upon it, although they are used as a guide. There have been a number of such trade practice submittals, the most outstanding of which were those on the question of the fairness of maintaining resale prices, and the guarantee against price decline.

Such a submittal was held by the Commission with manufacturers of silver plated hollow ware, on January 19th. Information with respect to the conclusions at the submittal have just been announced. The submittal was held to consider the use of the word "Sheffield" as a descriptive trade name for silverplated hollow ware. The consensus

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Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, APRIL 22, 1922

Income Tax 21 Per Cent. of Revenue

GOVERNMENTAL figures for the fiscal year ending March 31 give some interesting sidelights on developments in Canada during that year. Customs duties declined from $162,000,000 to $102,000,000. The War Tax Revenue showed an increase, the reason being the gain in income tax receipts. Business profits tax on its last lap fell below that of last year by $15,000,000 and inland revenue, that is the sales tax mainly, was down nearly $4,000,000. For the present year the income tax revenue is expected to show a decrease of 40 per cent. Income Tax, which in 1921, was only 8½ per cent. of the whole revenue, was 21 per cent. of the whole for the year ending March 1922.

A Sinister Propaganda

AN APPEAL is being made for the business press of the United States to bring pressure to bear against the practice of such economical measures on the part of the government of that country, as will necessitate reduction of military and naval forces. The origin of this propaganda indicates that while very laudable sentiments are expressed in regard to the prestige, patriotism and protection of the people of the country, there underlies it all the sordid influence of business interests.

There is plenty of outlet for the products of the iron and steel industries of America in connection with peaceful pursuits without overdoing the production of weapons for military and naval forces. Adequate protection is needed but if any good result is to come from the world conferences on limitation of armaments such propaganda should not be spread. The mad race for armaments in which Germany indulged, coaxed on by Krupp's and other such business interests has brought that country into a most unenviable position which no other country will wish to emulate.

The Coal Strike And Higher Steel Prices

A FIRMER tendency was noted in the iron and steel markets at the close of last week, as briefly noted in the last issue of Hardware and Metal. During this week the situation has developed still further and is reflected in increased pig iron prices and increased demand and firmer prices for most rolled products. This tendency is said by some people to be chiefly attributed to the effect of the coal strike proceeding in Canada and the United States. If this is the case there have probably developed some new factors in the situation which have rendered it more acute than at first thought, for when the strike was first threatened most producers stated that the strike would have little effect upon them unless it was protracted, due to the fact that the peak load season for the consumption of coal was getting over, that considerable surplus stocks were available to both industries and railways, and that the production of non-union mines would be sufficient to help tide over the strike period.

It is doubtful, however, if the coal strike is wholly responsible for the firmer tendency in steel. For some time there has been improvement in demand and consumption and a steady increase in mill production. In view of the fact that for some time many products have been selling at a very small margin above cost, it is only to be expected that improved buying would bring higher prices. That higher prices would be felt when this improvement took place has been noted frequently in Hardware and Metal. There is no doubt but that the coal strike has helped develop a seller's market in which prices will be dictated by producers, but the present situation probably reflects a combination of the two factors rather than any one of them.

For the time there has been little effect upon operations, the production of steel works and rolling mills being about 75 per cent. for the U. S. Steel Corporation and 75 per cent. for independent companies. Actual production of coal has altered little with the exception of one district where it is a little less. One result of the present situation has been to stimulate the buying of steel, due to the increasing inability of mills to make prompt deliveries, thus discouraging the practice for some time past of buying from hand to mouth. Evidence of the improvement in buying recently is noted by the figure of 139,300 tons representing the volume of fabricated steel business closed by U. S. mills in the month of March. This was almost as much as that of January and February combined and was over 30 per cent. greater than the March average for the preceding ten years. In Canada as well an improved tone is noticeable in this industry with buyers showing a tendency to lay in stocks for the first time in many months. With this situation prevailing and in view of certain factors tending to increase prices on iron and steel, it is reasonable to believe that these stocks will be replenished at prices higher than those recently experienced.

A Big Field For Business

A RECENT survey made of conditions in farm homes in America indicates the extensive possibilities that exist for business in modern household and kitchen equipment in the rural districts. An average of nine thousand records were secured to form the following survey.

As to the work the farm wife is called upon to do, it was shown that on the average she has 7.8 rooms to look after and 1.6 stoves to care for; 79 per cent. have kerosene lamps, 61 per cent. have to carry water an average distance of 39 feet; 96 per cent. of them wash and iron and 92 per cent. do sewing, spending a daily average of 6 hours in mending; 94 per cent. engage in bread making.

Now for the facilities which those farm wives have to do this work; 32 per cent. have running water; 22 per cent. have power machinery; 48 per cent. have water in the kitchen; 60 per cent. have a sink and drain; 57 per cent. have washing machines; 47 per cent. have carpet sweepers; 95 per cent. have sewing machines; 96 per cent. have screened windows and doors; 90 per cent. have outdoor toilets, and 20 per cent. have bath tubs.

Manufacturers of such equipment do not need any urging for greater effort to educate the farm wife but where the need lies is for the merchants with prospects in the rural districts to connect up with the national sentiment which is being encouraged and turn this sentiment into actual business for himself.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Improvement Tendencies in B. C. Coast Trade

Improvement in Logging Operations, and Placing of Orders for Siberia Post of Hudson Bay Co. Have Brought More Active Movement—Mining Rush Brings Trade in Other Lines

VANCOUVER, B. C.—A gradual betterment in trade conditions is reported this week by both wholesale and retail hardware distributors on the coast. This is due to opening up of spring which is much later than usual and an improvement in logging operations. A Japanese vessel in the harbor this week loaded a sizeable shipment of short logs which are to be sawn up into lumber on arrival in Japan. Shipments of this kind which are showing a slight increase are having a favorable effect upon all trade lines, although it is not as fast as anticipated.

Probably the feature of the week is the placing of a number of orders for the Hudson's Bay Post in Siberia, particularly corrugated iron, enamelware and the heavier lines. It is interesting to note in this connection that last year the orders were chiefly placed in Winnipeg but this season buyers found more favorable prices obtainable at coast distributing houses. The shipment goes forward toward the end of the month.

Collections are reported better by some of the houses while others say they are having just as much trouble as ever to keep their accounts up to normal. It depends to a certain extent on the locality where the accounts are located and the industry upon which the life of the community depends. The Okanagan, for instance, is still slow and it is stated that much of the payments for last year's fruit is finding its way into the banks for liquidating purposes. However, it is believed this condition will be relieved within the next two months.

On account of the rush of miners into the Williams Lake and Mayo districts, particularly the former, there has been a rush to buy gold pans, none of which were obtainable toward the end of last week. A new stock is, however, being rushed there.

Due to the strengthening of the steel market on the American side, steel screws have followed the course of the east and have been advanced this week about ten per cent. This is the only change of consequence in the list price although it is expected that nails will follow within a very short time.

Sporting goods are starting to move in livelier fashion in keeping with the season. One of the enterprising Granville street retailers had a special this week on fish baskets. The ten, eleven and twelve inch sizes, regularly quoted at $2, he sold at 75 cents and the three larger sizes were moved at 90 cents instead of the regular figure of $2.25. There was a big demand as the stream and lake fishing here is just nicely starting.

J. Taylor, manufacturers' agent of Winnipeg, was on the coast this week in connection with one of his periodical selling trips.

John Dunsmuir of Mackenzie, White and Dunsmuir, Ltd., has been appointed chairman of the hardware section of the Vancouver Board of Trade. Mr. Dunsmuir is also president of the local Canadian Credit Men's Trust Association.

H. B. Greening, president of the B. Greening Wire Co. of Hamilton, who, with Mrs. Greening, has been spending the winter in California, was in Vancouver, this week on his way home. He was met here by his general manager, D. Griffiths, who returned east with the party via Calgary, Edmonton, and Winnipeg.

B. C. Executive of R. M. A. Meets in Vancouver

Provincial branches were well represented at the meeting recently of the head office executive and advisory committee of the Retail Merchants' Association, in Vancouver. Reading from left to right the names are:

Front row—J. L. Ward, secretary at Nanaimo; G. H. Jacobson, vice-president B. C. Board, New Westminster; G. H. McRobbie, Dominion executive council, Vancouver; W. J. Ball, Dominion executive council, Saskatchewan; D. H. Kent, provincial treasurer, Vancouver; H. Murphy, vice-president B. C. Board, Nanaimo; J. T. Crowder, provincial president, Vancouver; H. C. Wilson, president Vancouver branch; T. F. McDowell, past president B. C. Board, Vancouver; E. Gamlin, vice-president B. C. Board, Victoria.

Second row—W. Keir, Vancouver; Geo. S. Hougham, provincial secretary; R. L. Young, Ladner; Mr. Hartle, Vancouver; R. H. Ormonde, president Nanaimo branch; S. R. Kirkham, president Duncan branch; R. Thompson, president North Vancouver branch; E. McTaggart, Vancouver; C. D. Bruce, hon. secretary Vancouver branch; R. H. Fairley, secretary Vancouver branch.

Third row—F. Cluff, Mr. Storey, D. Rose, A. A. Blain, R. M. Millar, T. H. White, all Vancouver; G. B. Armstrong, Armstrong; W. M. Kerr, New Westminster; H. B. Neilson, automotive section, Vancouver; J. N. Harvey, clothiers' section.

Fourth row—B. S. Ross, New Westminster; G. Clement, Ladner; A. B. Derifield, Vancouver; W. E. Ford, North Bend; F. C. Philip, White Rock; R. H. McDuffee, Vancouver.

Top row—J. Phillipps, R. MacMillan, J. J. Johnston, P. J. Burch, E. Almas and Ed. Byers, all Vancouver.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

LOCK WASHERS

Ant. Bernier, Trois Pistoles, P.Q.—Will you please let us know the names of Canadian manufacturers of lock washers?

Answer.—The Union Iron & Metal Company, 1951 Dundas Street West, Toronto, Ontario.

OIL STOVES AND HEATERS

Charles Caswell, Hardware Merchant, Tillsonburg, Ont.—Please give me the name of a Canadian Manufacturer of an oil stove or heater.

Answer.—The Perfection Stove Company, Limited, Sarnia, Ont.

PORTABLE GREENHOUSES

C. F. Moore, Merville, P.O., B.C.—Could you kindly give us the names of some firms who make portable greenhouses?

Answer.—The King Construction Co., Toronto; Lord & Burnham Co., Limited, St. Catharines, Ont.; The Metal Shingle & Siding Co., Preston, Ont.

TILE PIPE MANUFACTURE

W. G. Edge, Limited, Toronto, Ont.—Can you tell us the name of a manufacturer in St. John, Quebec, who produces tile piping?

Answer.—The Dominion Corrugated Steel Pipe Co., Ltd., are located at St. Johns, Quebec.

HOCKEY STICKS

Cash Sales System, Limited, 428 Gladstone Avenue, Toronto, Ont.—Would you kindly give me the name of a manufacturer of hockey sticks?

Answer.—The St. Marys Wood Specialty Co., Ltd., St. Marys, Ontario.

CLOSET SEAT HINGES

Messrs. E. T. Wright Company, Limited, Hamilton, Ontario.—Can you give us the names of manufacturers of closet hinges in Canada?

Answer.—The Canadian Brass Company, Galt, Ontario. The Stratford Brass Company, Stratford, Ontario.

"WONDERSHINE"

John B. Foley, secretary, New York State Retail Hardware Association.—We have been requested by one of our members to locate the name of the makers of a silver polish called "Wondershine." Would you be good enough to send me the name and address?

Answer.—Messrs. Stuart & Foster, Limited, of Toronto, Ontario, control "Wondershine" Limited.

WELDING APPARATUS

Messrs. Geo. G. Bucher & Son, Kitchener, Ont.—Kindly give us a list of manufacturers of Welding Apparatus in Canada.

Answer.—The Compressed Gas Company, Limited, Vancouver, B.C.; Davis Bournonville Company, Niagara Falls, Ont.; The Liquid Air Society, West Toronto, Ont.; The Prest-O-Lite Company of Canada, Toronto, Ont.

FRETWORK TOOLS

The Iroquois Falls Merchandising Company, Limited, Iroquois Falls, Ont.—Will you kindly advise us where we can buy fretwork tools and material?

Answer.—The Millers Falls Company, of Massachusetts, U.S.A., manufacture Fret Saw Sets and Machines. Supplies of wood and fret saw designs, are furnished by H. L. Wild, 171 Avenue A., New York City, U.S.A.

POULTRY COOPS

Carter Brothers, Hardware, Picton, Ont.—Would you kindly give us the name of a Canadian manufacturer of poultry coops?

Answer.—The Neverfail Products, Limited, Hamilton, Ont.

MANUFACTURERS OF "ZOG"

The Hamilton Advertisers' Agency, Limited, Hamilton, Ont.—Can you tell us who are the manufacturers of "Zog," which is a preparation for cleaning paint?

Answer.—This is manufactured by Hargraves Canada Limited, Wellington Street West, Toronto, Ont.

CRESCENT WRENCHES

The Geo. Taylor Hardware, Limited, Timmins, Ont.—Will you kindly advise us who are the manufacturers of the original Crescent Wrenches?

Answer.—The Crescent Tool Company, of Jamestown, N.Y., U.S.A.

GASOLINE COCKS.

Messrs. Fennell & Chandler, of Charlottetown, P.E.I.—Kindly give us the address of a firm in Canada, who make gasoline taps for Steel Barrels.

Answer.—The Empire Brass Manufacturing Co., Limited, London, Ont.

GALVANIZED STEEL SINKS

Messrs. R. T. Holman, Limited, Summerside, P.E.I.—Would you kindly give us the names of some Canadian manufacturers of galvanized sinks?

Answer.—The Sheet Metal Products Co. of Canada, Limited, Toronto, Ontario, and the Toronto Hardware Manufacturing Co., Toronto, Ont.

MARTIN GRAIN CRUSHER

The Nellis Hardware Company, Vermilion, Alta.—Could you inform us who are the manufacturers of the Martin Grain Crushers?

Answer.—This grinder was made by the M. R. Martin Company, St. Louis Park, Minnesota, U.S.A., and was handled by the Kansas City Hay Press Company, Minneapolis, Minn., U.S.A.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3605. **Hardware.**—A London engineering company are desirous of handling meat choppers, coffee grinding machines, gas stoves, ice cream freezers and conservators, refrigerators, etc., provided they are given the sole agency or distribution for Great Britain and Ireland.

3606. **Twine.**—A manufacturers' agent in Barbadoes would like to secure a Canadian agency for twine and requests samples and quotations at once. Best references can be supplied.

3610. **Iron and steel products.**—A Glasgow firm of iron and steel merchants and metal brokers will be glad to get in touch with first-class Canadian manufacturers or merchants of iron and steel, etc., with a view to doing business as merchants or acting as their agents in Scotland—angles, billets, bars, tubes, bolts, and nuts; rivets and chains, etc.

3611. **Asbestos, Graphite, etc.**—A Glasgow firm of import merchants of standing, who import principally asbestos, chrome, manganese and iron ores, beauxite nickel, magnesite, tale, graphite, and all minerals; fertilizers, and all heavy chemicals, and who have already a good connection with Canadian exporters, are still open for further business with reliable firms.

3612. **Iron and Steel Materials.**—A London company with agents in Australia and South Africa, are prepared to act as agents for the United Kingdom for responsible Canadian manufacturers of iron and steel in angles, bars, billets, plates, drop forgings, tubes, bolts and nuts, wire rods, wire and cut nails, tacks, screws, rivets, chains.

3630. **Trade with West Indies.**—A London firm dealing with the West Indies is open to receive exporters of lines suitable for that market.

3637. **Pig iron and hematite.**—An important English firm in Milan are anxious to receive quotations c.i.f. Genoa for grey and mottled pig iron, hematite, etc., from Canada.

3628. **Motor car and cycle accessories.**—A London firm of importers are open to receive particulars from Canadian manufacturers of motor car and cycle accesseries, suitable for the United Kingdom market.

3633. **Hardware and tools.**—The London office of a leading South African hardware house is anxious to receive catalogues (if possible five copies) and other particulars from Canadian manufacturers of builders' hardware, joiners' and engineers' tools, hand pumps, domestic hardware, aluminum goods, brushware, domestic woodware, lampware (for oil), crockery and glassware, chairs and office furniture, dairy appliances, bee-keeping appliances, poultry appliances.

3629. **Household articles.**--A London firm of importers are open to receive particulars from Canadian manufacturers of all kinds of household articles such as carpet sweepers, ice-cream freezers, refrigerators, egg beaters, bread knives, can openers, towel rollers, rolling pins, food choppers, housework gloves, chair seats, ironing boards, mouse traps, blind rollers, flour sifters, moulds, pails, other kitchen utensils, hammers, tack lifters, padlocks, door bells, dog chains, harness snaps, wrenches, curtain rods, soap boxes, tobacco novelties, clothes hangers, plumbers' supplies, etc.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

WRIGHT PRODUCTS

A new general 424-page illustrated catalog is now being sent out by E. T. Wright Co., Hamilton. This catalog covers all lines mane by the three factories of the E. T. Wright Co., and is prepared in a very compact and convenient form for the buyer, at the same time giving information of the goods in fine detail.

The catalog is subdivided into 26 sections, any of which may be easily referred to by a thumb cut side index.

The new feature is the numbering system, which runs consecutively through the catalog, and identifies each individual article. For convenience of the trade the old numbers are still retained.

Accompanying each catalog is a net price list, from which the current price of any item may be ascertained. It is the intention to issue corrected net price lists from time to time.

Events in the Trade

BUSINESS CHANGES

Montreal—Lamoureux & Mercier, hardware, have dissolved partnership.

PERSONAL

G. H. Hunter, formerly with the Canada Metal Company, has taken a position with Scarfe Bros. Brantford and is now calling on the Ontario trade.

R. P. Dickson, Manager of the Sumner Company, Ltd., Moncton, N. B., is visiting Montreal and Toronto and other Upper Canadian cities this week.

C. E. Adcock of Adcock & Co., Montreal, is leaving this week on a seven week's trip through the Western provinces to the Pacific coast.

Morris Wheeler, of Sargent & Co., New Haven, and Clive Hatch, of Hatch Mfg., Co., Whitby, Ont., were among those calling on the Montreal trade this week.

U. Boucher has been appointed a representative of Pratt and Lambert Inc., and will cover the Montreal territory. Mr. Boucher was formerly with Gurney-Massey Co.

M. W. Matheson, 205 Confederation Life Building, Toronto, is leaving to tour Australia, New Zealand and elsewhere in the interests of ten Canadian manufacturers among which is R. McDougall Co.

G. Rutherford Caverhill, son of George Caverhill of Caverhill Learmont & Co., was married on Monday of this week to Miss Gwendolen Holmes Hampson of Montreal. Since returning from the war he has been associated with his father in the above wholesale firm.

A. J. Johnson, chairman and managing director of Rd. Johnson, Chapman & Morris, Limited, of London and Manchester, and who have branches in various parts of England, Australia and South Africa, was a visitor to Hardware and Metal office. Mr. Johnson, accompanied by Mr. Shaw his assistant, is visiting the United States and Canada with a view to securing supplies of Canadian products.

ONTARIO INCORPORATIONS

Canadian Rubber Cushion Bumper Co. Ltd., head office Toronto, capital $40,000 to manufacture automobile accessories.

Queen City Tools Ltd., head office Toronto, capital $100,000, to manufacture and deal in tools, hardware merchandise, etc.

O. W. COOK IS PRESIDENT OF DEXTER LOCK CO.

O. W. Cook, formerly general manager of the Canadian Cartridge Company, who achieved much distinction during the war has recently become president and general manager of the Dexter Lock Company, Ltd. This company have acquired the rights to manufacture the Dexter Lock for the British Empire. Their plant and general offices will be located at Hamilton, Ontario.

HOCHELAGA CEMENT COMPANY

Montreal.—Reference was made a few weeks ago to a new cement company to be located in Montreal, East. This company assumes the name of Hochelaga Cement Co., and plant construction is now under way, to have a daily capacity of 2,500 barrels, or 750,000 barrels per annum. The company declares that contracts have already been closed for one-half its output for the next five years. It is estimated that they can produce cement for $1.30 a barrel, which is considerably lower than market price.

OBITUARY

Mr. Reider, president of the Ames-Holden-McCready Company, Montreal, is dead.

Mr. Rieder was born at New Hamburg, Ont. He engaged in general store business with his father, 1892-1897. He was later bookkeeper and director of the Kitchener Rubber Manufacturing Company, 1900-1903. He organized and built and was managing director of the Merchants Rubber Company, Limited, 1903-1906. The Kitchener Rubber Manufacturing Company and the Merchants Rubber Company, Limited, were absorbed in 1907 by the Canadian Consolidated Rubber Company, Limited, at which time Mr. Rieder became vice-president and manager of both Kitchener companies. He was elected vice-president of the Canadian Rubber Company, Limited, 1908, directing all operations of the company. In 1915 he was made vice-president and general manager, and president and general manager in 1917. In the year 1919 he resigned from the rubber and felt companies to accept the presidency of the Ames-Holden-McCready, Limited and its subsidiaries.

NEW FORM OF STEEL DISCOVERED IN ENGLAND

The construction of telephones and the making of motor car and airplane engines is likely to be revolutionized by a Sheffield discovery of cobalt magnet steel, according to the opinion of experts. The new steel, which is the invention of J. Kuehnrich, of the Cobalt Steel Company, contains fifteen per cent. of cobalt, which is said to be enormously superior to tungsten steel for the making of a magneto. The magnetos, by the use of this cobalt, could be made half the present size and cheaper, and would give the same results as are obtained at present.

Managing Director Kayser of the Cobalt Steel Company, says the new metal will enable motor car manufacturers to provide combined lighting and ignition sets, something which they have been trying to attain for years.

CREDIT BUREAU IS ORGANIZED

Windsor, Ont.—J. C. Scofield was elected president of the Border Cities Credit Bureau at the first general meeting of that organization which was formed about two months ago. Other officers elected were: W. F. Andrews, vice-president; D. B. Fisher, secretary-treasurer; A. D. Green, George Cross, A. E. Roach, G. A. Edwards, W. H. Cunningham and F. J. Kinzinger, directors.

The bureau is purely mutual and non-profit sharing, and is incorporated under the Ontario Companies Act, and has been in operation since February 1. It has a large representative membership, comprising the largest dealers and manufacturers in the lumber, building supply, electrical, hardware, paint, plumbing, roofing and sheet metal lines.

The objects of the Bureau are to encourage and promote a higher degree of stability in the granting of credits; to handle collections for its members; to protect its members from losses through unworthy credit applicants; to educate, help and protect worthy and unfortunate customers, and to establish closer ties of business relations between members of the bureau and the customers that the welfare of all may be best conserved.

F. Mitchell, who has been in the plumbing and heating business for the past 16 years in Winnipeg, has opened a hardware store at the corner of Kennedy and Portage avenues. Besides carrying a complete line of paints and brushes, Mr. Mitchell is stocking a complete line of hardware.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"QUEEN" FRUIT JARS

The Consumers Glass Co. announce their "Queen" fruit jars, which are now being marketed for preserving, etc. Some of the salient points of this jar claimed by the manufacturers are as follows: They are scientifically constructed for the cold process method, the adjustable fastener forming an air valve to permit steam and air to escape. Fitted with Kant Krack lids, the wire trimmings exert pressure directly over the rubber and at the strongest part of the lid where cross sections of glass reinforce same. They are easy to handle either for the old or new method, as they may be operated entirely by pressure on the clasps without touching the jar; or under the old method when full of hot fruit the clasps serve admirably as handles without any danger of burning the hands. Another feature is the flat covers, the jars when inverted standing level.

NEW DRAFT AND SQUARE

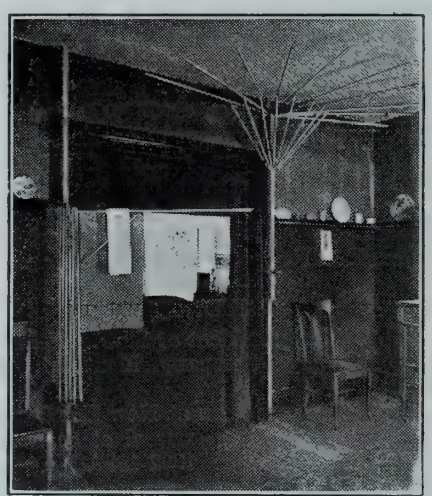
The Lopez Mfg. Co., Chicago, Ill., have placed on the market a new drawing instrument known to the trade as the "Draftsquare." The instrument is made of transparent material. Sixty-degree "V" slots and twenty-nine degree slots for drawing "V" threads and Acme threads are provided. Circles from ⅛ in. diameter to 1 in. diameter by sixteenths can be scribed. Sets of three arcs, arranged so as to represent the arcs used when drawing the three-sided view of a hexagon nut, are provided for all standard sizes of nuts from 3/16 in. to 1 in. Aids to lettering and thickness of nuts are also incorporated.

BRACE RITE TRUSS ROD

Brace-Rite truss rods are designed to increase the rigidity of the Ford rear axle. The braces are made in both the single and double truss pattern, the former being applied beneath the axle while the latter braces it across both the bottom and the back. The collars or brackets of the double truss rod are of the two piece type, having three points of tightening. The rods are secured to the differential housing by means of specially designed clamps and bolts. The makers say the truss rods will not interfere with the application of any shock absorber or the action of the spring. Manufactured by the Master Products Co.

"CANADIAN MAID" CLOTHES DRYER

The new Canadian Maid clothes dryer is one of the latest products of the Everett Manufacturing Co. of Sault Ste. Marie, Ont. Its chief purpose is to enable the drying of an average size washing inside of an ordinary kitchen, at the same time without inconvenience to the housewife. This object is attained by raising the whole washing when on the clothes dryer clear to the ceiling. It is attached to the wall, and has ten four-foot arms which can be easily operated up or down as desired. One single bar



Canadian-Maid Clothes-Dryer

or more can also be used when needed, without using the entire product. The Canadian Maid clothes dryer is said to be simple to operate, and can easily be attached to the wall or taken down in a very short time.

ELECTRIC VAPORIZER

The Kase Electric Co., of Duluth, Minn., have added an electric vaporizer to the long list of automobile accessories. This vaporizer consists of a set of four metal grids in a heat insulating case, made in the form of a gasket. This device is placed between the carburetor and intake manifold flanges. One terminal of the grid is connected with the battery, and the other is grounded. The snap switch is placed in any convenient location. The manufacturers describe the object of the heater being to dry and also warm the gasoline vapor as it passes into the manifold, so that prompt ignition will result.

REVERSIBLE TOASTER

An improved Hotpoint reversible toaster is now being introduced to the trade by the Canadian Edison Appliance Co., Limited, Stratford, Ont. The feature of this new toaster is the "turn-over" construction, with the additional improvement that the element provides an even distribution of heat. Another factor pointed out by the makers is, that the toast is kept hot while both sides of the bread are being toasted.

SCREWDRIVER SET

The Consolidated Tool Works, New York City, have placed on the market a screwdriver set that consists of one handle and four blades. The blades fit into the handle, two at one end, and two at the other. These blades are of tool steel hardened and ground. The handle is made from cold rolled steel, knurled on the outside, and the ends of the blades are ⅛ in.; 3/16 in.; ¼ in. and 5/16 in. wide, respectively, and the length is 3⅛ in. When a blade is inserted in the handle the length of the screw driver is about 6½ in. The blades are held firmly in the handle and are easily interchanged.

SOUVENIR SUPERHEATERS

The Souvenir Superheater is the name given to the parlor type of heater by the Hamilton Stove and Heater Co., of Hamilton and Winnipeg. The manufacturers claim that the name is derived from the fact that the air is superheated by passing through the louvers, up around the fire pot and over the superheating fins. It is then distributed through the principle of re-circulation. As the superheated air rises from the heating chamber within the casing, a vacuum is created, thus automatically drawing the cold air into the louvers. The construction and specification features of the Souvenir include the following: Height over all, 48 inches; depth of firepot, 15 ins.; size of body, 23 ins. square; size of feed door opening 6½ x 8½ ins. It is made in one size only and is designed on the same lines as a hot air furnace. In appearance the makers claim that the Superheater will harmoniously blend with the furniture design in the home, being finished in gunmetal with rich copper trimmings. The complete design and effect is to resemble a modern piece of furniture.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ADDITIONAL price developments recorded on the current hardware markets include lower quotations on bath compression cocks, standard brass steam cocks, nickel-plated bath supplies, contractors' hand sets and the Lincoln line of hand sets. Prices are slightly higher on caulking cotton, while the general improvement noted in the steel industry has been reflected in several finished products such as wire goods and rivets. Although no price advances have been announced on the domestic markets, sheets, bar steel and similar goods continue to stiffen, due to the rising trend at primary centres. This firmer undertone has also been reflected in corrugated iron, wrought piping, and similar lines. The spread of the coal strike to non-union fields has resulted in this situation assuming more serious proportions from a production standpoint, as the practical unbroken operation of such soft coal areas was formerly counted upon. A slight improvement appears in certain sections of the scrap material market, notably in copper grades and ferrous waste. Signs of recovery are again evident in ingot metals such as copper, and spelter, while lead remains the steady feature of the group. An active movement continues in builders' hardware, while Spring goods record a swinging stride with the accompaniment of more seasonal weather. Early shipment of many summer lines is now reported, and a general hum of activity denotes brisker trade in practically all phases of the hardware industry.

Montreal Markets

MONTREAL, April 20.—The firmer tendency in many lines of iron and steel products now feature the hardware markets. While actual price changes are few this week, there is a strong undertone in many lines, and some revisions would not be surprising. Much interest is now attached to such commodities as bar iron and steel, sheets, wire nails, staples and other wire products. The reflection of this stronger tendency is also slightly noted in such lines as corrugated sheets, eavestrough and conductor pipe, and wrought piping. The coal strike is now considered by some as one of the chief factors responsible for this movement, while others maintain that the industry is on the road to a healthy recovery, it being only natural that prices should stiffen, with the strike not yet a disturbing factor. Ingot metals continue in an improved position, while scrap metal markets are still dull, although there are slight indications of an improvement.

Increasing demand is undoubtedly greatly assisting toward the general betterment in most markets pertaining to the hardware trade, and activity in jobbing circles becomes more evident each week. Business is now described by wholesalers as seasonably good, with every indication of an active trade in the remaining months of Spring and early summer.

SOME PRICE CHANGES LOOKED FOR ON WIRE NAILS AND STAPLES

Montreal

The market for wire nails and staples, also other wire products, is now very firm, and jobbing houses state that they would not be surprised if a revision upwards was announced in the very near future. Manufacturers of these lines in southern markets recently announced higher prices, and it would seem, from present indications, only a question of time before the advanced quotations reach the local market. Both of the above products are reported as active throughout jobbing circles at the present time.

NO FURTHER CHANGE IN LEAD PRODUCTS

Montreal.

Lead products remain at the revisions recently recorded, when practically all lines, with the exception of solders, were slightly reduced. This movement was in sympathy with metals on primary markets which have, in recent weeks, been displaying an easier tendency. Following this, however, some slight improvement in metals has been noted, and both tin and lead are now stronger. Whether this improved tone will continue is hard to determine as the metal markets for some months past have been very irregular. However, the market for the finished product is improved and a continuance of metal strength would add to this factor. Following are quotations at the recent revision:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs., sq. ft.	0 09
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

NEW DISCOUNTS QUOTED ON MOST DRILLS

Montreal.

Through a change in discounts, all drills with the exception of bit stock and wood boring brace bits, are reduced in price. The change brings blacksmiths', straight shank, taper shank, round shank and jobbers to a lower level, and these are now quoted at less 60 per cent. Bit stock and brace bits remain at 50 off.

MORE ACTIVE MOVEMENT IN CORRUGATED SHEETS

Montreal.

A more active market is recorded in corrugated sheets. A gradual improvement has been noted with the advancing season, and dealers are now quite optimistic toward business for the ensuing months. Building operations will undoubtedly reflect on the movement of these products, and with an extensive program to follow, continued increased trade in corrugated should follow. There is little change in the undertone of the

market, although the stiffening of sheet prices has caused a firmer tone. Unchanged prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

BRASS AND COPPER GOODS ON STEADIER BASIS

Montreal

The market for brass and copper products, such as sheets, rods, and tubing, shows some signs of improvement, owing to copper on the primary market being reported stronger. Dealers, however, look for little change in these products in the immediate future, unless some strong reaction occurs in the virgin metal. Business continues along satisfactory lines, improving as the season advances. Unchanged quotations are as follows:

	Base.
BRASS—	
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	z0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

MORE ACTIVITY IN RANGE BOILERS ANTICIPATED

Montreal

Manufacturers and distributors of range boilers state that current business is progressing along fairly satisfactory lines, a gradual improvement being noted with the advancing season. With an active building program for the ensuing months, especially of the dwelling house class, sales of this product should continue to show increased volume, and a fairly optimistic outlook is forcast. Dealing with quotations on boilers, one local dealer stated that there is practically no change from conditions that existed some months ago, new list prices and discounts being quoted by some distributors while others again are maintaining the older net prices. Between the two, however, there is little variation, and the market is much steadier than it was in the earlier weeks of the year.

RANGE BOILERS—	
5-gallon	$ 13 50
12 to 15 gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts. Standard weight, 50 per cent. Extra heavy, 40 per cent.

IRON AND STEEL MARKET CONTINUES VERY FIRM

Montreal

Current quotations on iron and steel remain unchanged, but there is still a very firm tone to the market. A rumor now exists to the effect that higher prices are considered likely within the next week or so on the local market. Undoubtedly there is a much stronger tendency throughout the industry, and a general improved demand is also assisting towards stiffening the situation. There is some difference of opinion as to the effect the present coal strike will have on future prices. While up to the present this has not been a serious obstacle, it is now believed by some that a continuation of these labor difficulties will play no small part in the future condition of the market. One local distributor stated to Hardware and Metal that reports from their principals in the South indicate that while some mills are sufficiently stocked to carry them for some time yet, others have only enough coal to last from four to six weeks. In the case of the latter there was little encouragement to increase production when having to face a coal shortage in the near future. The effect this might have on the industry in the next few weeks will be watched with interest. Unchanged local quotations for the present are the following:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SLIGHT IMPROVEMENT IN WASTE MATERIALS

Montreal.

Waste materials are practically unchanged, but with the market described as slightly improved in certain lines. Scrap copper is perhaps the most active metal, while lines of iron and steel are somewhat better than in past weeks. Although the trend of the market for some months past has been downward, there are now indications that a stronger tone will prevail, especially in iron and steel materials. Higher quotations have appeared in these in outside markets but locally dealers have made no change from the following quotations:

Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 05
Red brass	0 08¼
Light brass	0 03½
Scrap zinc	0 03
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10
Wrought iron, R. Bd., No. 1 per gr. ton	9 00
Malleable scrap (ton)	8 00
Pipe scrap (ton)	6 50
Heavy melting steel 6 50	7 00
No. 2 busheling,	3 00
Boiler plate	7 00
No. 1 machinery cast	20 00

FIRM TONE CONTINUES IN SHEET MARKETS

Montreal

Much the same can be said of the sheet market as is reported in iron and steel. A strong stiffening tendency as regards prices continues in most lines, more especially perhaps in galvanized and black sheets. Although higher prices were expected in some quarters before this date, up to the present former quotations are ruling. It is reported that the coal strike is now being taken more seriously by producers in the South, and apart from a stronger tone owing to a better feeling in the industry, it is felt that this may play a more important part in the market during the following months. A local importer of English sheets stated this week that while the opening of navigation would lessen transportation costs, there was the improvement in English markets where recent advances have been recorded.

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

Half Bright— CANADA PLATES	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

FEW CHANGES IN INGOT METAL QUOTATIONS

Montreal.

Ingot metal markets this week have to some extent been dominated by the holiday season, especially in England where there is a general cessation of business for about several days. Prices generally show little change, and have held fairly well considering the two possible unsettling factors, i.e., the coal strike in the U.S.A. and the European situation.

TIN.—The London market has held most of its recent advance, but it is thought doubtful if it can go much higher. Should the tin plate mills be compelled to close, it will mean a falling off in consumption. Apart from this, buyers do not believe in higher prices. Local market is quiet at 35½ cents.

COPPER.—The American market is fairly steady with prompt electro available at about 13 cents delivered. London is somewhat nervous owing to possible events at Genoa, and lower prices in that market would not be surprising. There is little activity locally with quotations unchanged at 16¾ cts. for electro, 16½ cts. for casting.

SPELTER.—East St. Louis is steady at the recent advance, but the 5 cent mark has not yet been reached. The position of this metal however is sound, and it is felt that it will eventually reach higher levels Locally, this metal is a little more active with price unchanged at 7½ cents.

LEAD.—Lead is quite firm on the London market, and it is thought possible that higher prices may be seen over the balance of the month owing to temporary shortage. It is doubtful, however, whether the advance will be sustained. The American market is strong at $4.95, and demand continues good. The market is firm locally at 6¾ cents.

ANTIMONY.—There is little more activity in this metal owing to American buying on account of possible imposition of duty. This does not of course affect domestic markets, but prices are somewhat firmer in sympathy. Chinese is quoted at 6½ cents, high grade English at 7½ cents.

ALUMINUM.—Aluminum on the local market remains quiet, with no particular feature to record. Quotation remains unchanged at 24 cents.

CEMENT BUSINESS IS SOMEWHAT BRISKER

Montreal

Activity in building circles is now demanding a good amount of cement, the movement becoming more active in the past two or three weeks. With a good building program during the summer months promised, a future increased volume of trade in cement is expected. Quotations are remaining unchanged as follows:

CEMENT—	
Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Rebate of 20 cents for empty bags.	

NAVIGATION STIMULATES ACTIVE ROPE DEMAND

Montreal.

Current trade in rope and cordage is described as seasonal, a recent improvement being noted with the return of activity in navigation. This branch of the industry was backward last year, owing to various reasons, and a revival is welcomed by manufacturers and distributors who are convinced that it promises better business for the whole of the season. Dealer trade has been a little slow in the earlier part of the year, but a gradual improvement is looked for from now on. Quotations on all grades of both rope and cordage are steady, raw materials holding the markets in this position.

ROOFING AND PAPERS IN BETTER DEMAND

Montreal.

Manufacturers and distributors of prepared roofings and building papers now state that business has taken the active turn usual in the spring months. The recent open weather has stimulated sales considerably, whereas trade in the earlier months was somewhat backward, dealers apparently paying little heed other than to present requirements. Building construction in the following summer months also offers encouragement, and active sales are anticipated well into next Fall. There has been no change in prices of these products.

Toronto Markets

TORONTO, April 20.—The earlier discounts announced on bit stock and wood boring drills are now stated to be in error and the discount of fifty off still governs these products. The recent revisions are confined to jobbers and blacksmiths' drills. Among the other price announcements this week are noted reductions on contractors' hand sets, easier prices on the Lincoln line of saw sets, lower quotations on nickel-plated bath supplies, while revised discounts bring similar changes in quotations on bath compression cocks and also on standard brass steam cocks. Slightly higher prices have been recorded on caulking cotton, while a firmer market tendency is noted in both structural and boiler rivets. A slightly stronger tone has been recorded in certain scrap materials, with signs of improvement again recorded in the metal markets. The stiffening of prices and the general improvement both in demand and consumption remains the feature of the steel industry. The coal strike has now assumed greater importance from an operating viewpoint than was originally calculated upon, but domestic centres have not yet reflected any immediate price changes, beyond the firmer tendencies in such products as bar steel, sheets and plates, wire goods, wrought piping and corrugated iron.

FURTHER REVISION IN DISCOUNTS ON DRILLS

Toronto

It is stated that an error was made in announcing the revised discounts on bit stock and wood-boring drills. Quotations on these products generally remain at the level of fifty per cent. off, although some variations in discounts are still recorded locally. However, the new quotations remain as announced on blacksmiths, jobbers, half-inch shank, taper shank and round shank drills.

PRICES ON CONTRACTORS' HAND SETS REDUCED

Toronto.

Contractors' hand sets show a slight reduction in price the current quotation on these products having been lowere to $13.50 per dozen.

LINCOLN SAW SETS REVISED IN PRICE

Toronto.

A reduction has been announced this week on the Lincoln saw sets, the revised level being $7.60 per dozen.

PRICES SLIGHTLY HIGHER ON CAULKING COTTON

Toronto

A slight advance in quotations is noted on caulking cotton, this product now being priced at twenty-nine cents per lb.

UNIFORM PRICE ADOPTED ON TARRED PAPER

Toronto.

A more uniform price is now quoted on tarred paper No. 2, this product being priced at eighty-five cents per roll.

MICA PRICES FOR NEXT SEASON UNCHANGED

Toronto.

No changes are announced as regards the prices the prices on sheet mica for next season, quotations being the same as prevailing levels.

REDUCTIONS ON NICKEL PLATED BATH SUPPLIES

Toronto.

Some revisions have been announced on iron pipe nickel-plated bath supplies, the ⅜ inch, now being quoted at $1.90 per pair, and the ½ inch size at $2.00 per pair.

REVISED DISCOUNTS ON BATH AND STEAM COCKS

Toronto.

Some additional revisions in discounts on certain brass compression goods now appear on the local market. These changes particularly affect bath compression cocks, the quotation having been changed from 38 to 41 per cent. off, while a similar reduction is noted on the standard brass steam cocks, discount now being 50 per cent., compared with the former figure of 43.

Current trade in these products is described as fair, and improvement in this direction is generally hoped for, due to

the reflection of activity in building circles. Folowing are prevailing quotations on these products:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard	50%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
Basin Cocks:	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633,	50%
No. 3623, plain or index handle,	34%

FIRMER TENDENCY NOTED IN RIVET QUOTATIONS

Toronto

Quotations on rivets are stated as considerably firmer, this being a reflection of the general stiffening in prices on steel products. The shaded quotations on both structural and boiler rivets have practically disappeared from southern markets, while the advance in rods has had some influence in this direction. With some activity noted in commercial construction circles, rivet producers report a larger volume of current business.

REVISED PRICE LIST ON FORGED PRODUCTS

Toronto

A revised price list applying to catalog No. 51, is being distributed by the Canada Foundries & Forgings Ltd., and gives new trade quotations and discounts on the various products manufactured by this firm.

COAL STRIKE AFFECTING PRIMARY STEEL CENTRES

Toronto.

The local bar iron and steel market continues very firm, with prices generally unchanged, although the elimination of shading at southern mill centres has practically introduced higher price levels through the adherence to nominal quotations. Whether this move will be accentuated in the near future owing to recent coal strike developments and the manner in which these events affect the steel industry, is a problem receiving close attention. The general opinion is that coke, rather than coal, is the issue at the moment. The coal strike at the union mines is of comparatively small importance as consumers laid in stocks. Other large consumers, however, dependent upon coal and coke from the non-union mine districts, failed to stock to the same extent, as little labor trouble was looked for. As the non-union strikes proved greater than was anticipated, some blast furnaces have had to restrict operations. This affects the supply of crude steel and its stated that the continuance of these strikes would introduce the possibility of interruptions in mill operations. The activity among steel centres, remains practically the same as the earlier portion of the month, while prices continue to stiffen. Locally prices are considered as considerably firmer, with $2.75 being more than a nominal base price.

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	**2 85**
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	**30 00**
Cast tool steel, medium	18 00

SHEET MARKET STILL DESCRIBED AS FIRM

Toronto

The situation regarding galvanized sheets is still described locally as firm, but distributors state events have not yet reached the stage where higher prices are justified, although the tendency remains headed in this direction. The southern mills are now looking more seriously at the coal strike, and this is generally becoming a big factor in the situation, both on the domestic as well as primary markets. Where the labor unsettlement enters into the problem is in the supply of crude steel to the mills, the curtailment of coke having had some effect in this respect. The base on galvanized continues at $5.35, although some quotations slightly higher than this have already appeared.

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Crown
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier and Apollo	
10¾ oz.	6 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

FAIR SALE IN COPPER AND BRASS GOODS

Toronto.

The recent improvement recorded in the movement of copper and brass products is stated to be fairly well maintained. Some slight fluctuations have been noted in quotations governing metal in the primary stage, but such minor changes have failed to reflect in prices on the finished products, such as sheets, rods and tubing. The following levels which have been in effect during the past few weeks generally govern the local market:

BRASS	
Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 23
Rods, base, per lb.	0 19
COPPER	
Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

FIRMER UNDERTONE TO CORRUGATED PRICES

Toronto

A somewhat firmer tone is recently evident in the corrugated sheet market, this development being attributed to the improvement noted among flat galvanized sheets. The stiffening of prices on steel products generally, has been a factor calculated to produce a firmer undertone in corrugated. Both manufacturers and distributors report better activity, especially in the lighter gauges, while quotations remain unchanged at the following nominal list prices and discounts, with some special concessions reported offered on certain heavier sizes:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

TRADE STILL QUIET IN RANGE BOILERS

Toronto.

A moderate degree of trade is recorded in range boilers, with buying in somewhat meagre quantities for immediate requirements only, being the policy generally adhered to by purchasers. A better demand for these products is hoped for, especially with the apparent activity in construction work. The following list prices and discounts are generally in effect, although the previous net quotations are reported in certain quarters:

RANGE BOILERS— Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent. Extra heavy, 40 per cent.

GRADUAL IMPROVEMENT IN FITTINGS TRADE

Toronto.

Distributors state that business in pipe fittings is coming along in fair proportion for this time of the year, with a gradual improvement having been recorded as the season advances. Building activity is expected to reflect an increase in this movement during the ensuing months. Little variation has been recorded in quotations, discounts and prices remaining at the recently revised levels, which follow:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do. long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

SLIGHT IMPROVEMENT AGAIN SEEN IN METALS

Toronto

A better feeling is evident in some of the ingot metal markets this week, but whether this is simply due to the effect of the usual Spring demand is described as a problem. While reports of improvement and slightly firmer tendencies are evident as regards copper, antimony and spelter, yet metals in general and copper in particular are as erratic as ever. Lead remains the steadiest of the group, with quotations well held.

COPPER.—This metal is as erratic as ever, and while local quotations remain unchanged, some fluctuations have been reported at primary centres. The market is described as a little firmer, due to some export business and the fact that brass and wire mills have been consuming more metal. In some centres the belief evidently prevails that with mines resuming, there should be no marked uptrend in quotations. Domestic prices at 16½ cents.

TIN.—Tin is still below pre-war levels, and although London prices have recently advanced, the rise in exchange has assisted in this direction. Generally speaking, the markets are described as quiet. The price of 34 cents continues to be the average local quotation.

LEAD.—The lead market is firmer and prices are well held. An active demand is generally evident for this metal, with some reported booking in advance on primary centres, lending an encouraging outlook to the general situation. Domestic quotations are steady at $6.50.

SPELTER.—On the local markets, spelter is dull, but outside markets are reported as firmer. The volume of current business has been light, but the statistical position of spelter is stated as tending towards a firmer undertone. Prices locally average around $6.75.

ANTIMONY.—Although antimony is still somewhat dull locally, a firming tendency is noted. Reports from the south indicate that the situation of this metal is gaining some strength. Quotations remain between 6 and 7 cents on the local market.

ALUMINUM.—This metal is only moving in small volume, but primary markets record a slightly firmer trend in aluminum also. Local prices still hover around 26½ to 27 cents.

LONDON MARKETS

LONDON, April 20—Numerous price developments are recorded on the current hardware markets, including a ten per cent. advance in wood screw quotations, and reductions of varying extent on such products as japanned screen door hinges, the Gem line of furniture castors, molasses gates, petroleum faucets, blind and bed staples, veneer chair seats, the Rochdale line of pruners, and one brand of metal polish. Slightly higher quotations are recorded on corn planters for this season.

Current business in London and throughout this district is reported as good, especially during the past week, although the erratic weather somewhat retards the sale of summer lines, as well as creating spasmodic trading in some quarters.

INCREASED QUOTATIONS ON WOOD SCREWS

London

A revision has been announced in the discounts on wood screws, resulting in an advance all through the list of around ten per cent. Following are the new discount levels:

LOWER PRICES ON NO. 20 SCREEN DOOR HINGES

London

A reduction has been made in the quotations on the No. 20 japanned screen door hinges, and these are now quoted at $21.00 per gross pair or $1.85 a dozen pair, when ordered in smaller quantities.

LOWER PRICES NOTED ON GEM CASTORS

London

Quotations on the Gem line of furniture castors have been revised, and following are the lower prices:

GEM CASTORS—

No. 351	0 38
No. 352	0 31
No. 355	0 38
No. 356	0 31
No. 451	0 42
No. 452	0 34
No. 455	0 42
No. 456	0 34
No. 651	0 51
No. 652	0 40
No. 655	0 51
No. 656	0 40
No. 751	0 53
No. 752	0 45
No. 755	0 53
No. 752	0 45
No. 851	0 85
No. 852	0 75

PRICE DECLINE ON VENEER CHAIR SEATS

London

The local quotations on veneer perforated chair seats have been revised, the new prices being around fifteen per cent. lower. Following are the prevailing quotations:

VENEER CHAIR SEATS—
All Shapes:

	Per Doz.
14 inch	1 65
15 inch	1 90
16 inch	2 10

REDUCED QUOTATIONS ON MOLASSES GATES

London

New lower prices are now quoted on molasses gates, these revisions appearing as follows:—

MOLASSES GATES—

	Per Doz.
No. 1	4 50
No. 2	5 20
No. 3	5 75
No. 4	6 40

PETROLEUM FAUCETS HAVE EASIER PRICE

London

Reduced quotations are also noted this week on petroleum faucets, these products being quoted at the following new levels:

PETROLEUM FAUCETS—
Threaded for Iron Pipe.

	Ped Doz.
½ inch	12 [illegible]
⅝ inch	14 50
¾ inch	15 40
1 inch	18 60

BLIND AND BED STAPLES ALSO REDUCED

London

A reduction of approximately twenty per cent. has been announced in quotations on blind and bed staples. These products are now quoted at list, less 35 and 12½ per cent. Following are list prices with discount and packing extras:

STAPLES—

	Bed Per 100 lbs.	Blind
⅜ inch	36 00	41 00
½ inch	33 00	36 00
⅝ inch	29 00	35 00
11 [illegible]	29 00	..
¾ inch	26 00	33 50
⅞ inch	24 00	33 00
1 [illegible]	24 00	..
Discount	35 — 12½ %	
Net Extras for Packing:		
25 and 50 lb. Boxes	1 00	
10 lb. Boxes	1 50	
1 lb. Papers	2 00	

PRICES ON ROCHDALE PRUNERS SLIGHTLY LOWER

London

The new price levels recently announced on the Rochedale line of pruners are slightly lower. Quotations

on these products at present are as follows: No. 35, $8.25 per doz; No. 38, $23.25 per dozen.

METAL POLISH PRICES UNDERGO REVISION

London, Ont.— New lower prices have also been noted on Brasso metal polish. The revised quotations follow:

METAL POLISH—	Per Doz.
No. 3 tins	1 35
No. 6 tins	2 25
No. 12 tins	4 50

HIGHER PRICES NOTED ON CORN PLANTERS

London, Ont.—The King of Field make of corn planters are slightly higher in price this season, the present quotations on these products being $15.75 per dozen.

PRICES ON LINSEED OIL REMAIN STEADY

London, Ont.—A fairly good sale is reported for linseed oil, with quotations unchanged this week. Following are the prevailing levels:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal	1 05	1 08
3 to 5 bbls., per gal.	1 04	1 07
6 to 9 bbls., per gal	1 02	1 05

Less barrels, add 15 cents gal.

TURPENTINE QUOTATIONS SHOW NO CHANGE

London, Ont.—Turpentine is reported as selling in seasonable volume, with prices on this product recording no change this week. The current quotations follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 30
2 to 4 bbl. lots	1 29
5 gal. lots	1 45

MORTAR STAIN ALSO RECORDS IMPROVED SALE

London, Ont.

As the building movement increases in momentum, the current sale of mortar stain also increases in volume. Prices on this product are at the following levels:

MORTAR STAIN—
Red (400 lbs. to barrel) $2.00 per 100 lbs.; Black (300 lbs. to barrel) $3.90 per 100 lbs.

SEASONAL ACTIVITY IN SPADES AND SHOVELS

London, Ont.

A good spring sale for spades and shovels is now generally recorded, although the movement of these products was a little delayed owing to the unseasonable weather somewhat restricting farmers, building contractors and others from customary operations at this season. However, with the advent of improvement in this direction, a corresponding briskness in the demand for these products is generally looked for. Discount remains at 55 per cent.

INCREASING CALL FOR BASEBALL GOODS

London, Ont.

There is a steadily increasing and good demand for baseball requirements in preparation for the current season. A shortage on some lines has already been reported in certain quarters. Repeat orders are looked for in these products, and other sporting requisites are also commencing to move in satisfactory volume.

Winnipeg Markets

WINNIPEG, April 20.—The budget of price reductions recorded on the current hardware markets is more extensive than has been evident for a number of weeks. Lower quotations have appeared on linseed oil, turpentine, lead pipe and waste, double-pointed tacks, leather belting, galvanized range boilers, and lamp wick. Business in general is now reported on the road to improvement, with an active movement of Spring lines. Early developments in construction circles, combined with an extensive program during the ensuing months, has stimulated the sale of builders' hardware and tools, while numerous other products reflect the general improvement in this direction.

FIVE CENT DECLINE IN LINSEED OIL PRICE

Winnipeg.

Owing to a recent recession in flax seed prices, quotations on linseed oil record another drop of five cents per gallon. Raw oil is now quoted at $1.10 per gal. and boiled at $1.13 per gal. in barrel lots.

NEW LIST PRICES ON DOUBLE POINTED TACKS

Winnipeg.

Through a revision of list prices on double pointed tacks, quotations on these products, are on a slightly lower basis. The discount remains unchanged, but following are the revised list prices:

DOUBLE POINTED TACKS—	List price per doz. papers.
N. 3	1 00
No. 9	1 00
No. 10	1 20
No. 11	1 30
No. 12	1 40
No. 14	1 50

Discount 70 per cent.

REVISED QUOTATIONS ON LEAD PIPE AND WASTE

Winnipeg.

A decline has been announced in quotations on lead pipe and lead waste. These changes place lead products on a lower basis in anticipation for an improved demand during the summer months. Following are the revised quotations:

Lead Pipe ..... $11.61 per 100 lbs.
Lead Waste ..... 12.51 per 100 lbs.

TURPENTINE QUOTATIONS SUBSTANTIALLY REDUCED

Winnipeg.

Although the general impression during recent weeks was that turpentine would be fairly steady, the price has now dropped ten cents per gallon. The local demand is steadily increasing and with the active painting season now in sight, consumption of this product is expected to record a steady movement throughout the ensuing weeks. The prevailing quotation is $1.45 per gal. in barrel lots.

ACTIVE MOVEMENT NOTED IN BUILDERS' HARDWARE

Winnipeg.

Owing to the early start in building activities and the prospects of a greater amount of construction work than last year, business in builders' hardware and tools is expected to be exceptionally brisk. In fact the sales of these lines are now exceeding expectations. This condition is particularly encouraging to all phases of the trade.

EASIER PRICE LEVELS ON LEATHER BELTING

Winnipeg.

Prices are reduced on leather belting through a revision of discounts. Following are the new quotations recorded this week:

LEATHER BELTING—	
Agricultural or No. 1	30, 10, 10 & 5%
Standard	30, 10 & 5%
Extra	30 & 10%

LOWER PRICES APPEAR ON RANGE BOILERS

Winnipeg

Quotations on galvanized range boilers have now been reduced. This change places these products on an easier basis, with the approach of the active building season when a better demand is naturally looked for. Present stocks are said to be in fair shape. Following are the revised prices:

RANGE BOILERS—	
30 gal., each	9 60
35 gal., each	12.50
40 gal., each	13.75
52 gal., each	22.60
66 gal., each	35 00
82 gal., each	42 50
100 gal. each	60 00
120 gal., each	65.00

PRICES ON LAMP WICK ALSO REVISED

Winnipeg.

Prices on lamp wick are recorded lower in keeping with other cotton products that have shown similar price changes during the past few weeks. Following are the revised quotations:

LAMP WICK—	
No. O	0 75
No. A	1 05
No. B	1 50
No. D	2 25
Rochester:	
No. 2	5 75
No. 3	23 40

Hamilton Markets

HAMILTON, April, 20.—The number of price developments recently recorded on the hardware markets indicate that the general tendency is still in a downward direction as regards the finished products. The commencement of the second quarter of the year has witnessed a slight increase in the range of price changes, but still fall short of the extensive budgets of revisions which were recorded at the beginning of the year. It is also noted that recent announcements regarding new quotations or revised discounts, do not affect the same products so frequently as was previously the case. The extent of reductions, or in some cases advances, have generally been of minor proportions also, a consideration which has served to brighten the market outlook in certain directions.

On the other hand, the stiffening recently recorded in the basic steel markets, has reflected a firmer tone throughout prices on practically all steel and iron products. This movement has now reached the stage on primary quarters where quotations are rising, but whether the trend will be sustained and reflected on domestic markets is described as dependent upon its uniformity and duration. Some apprehension due to the coal strike in southern fields has resulted in a marked increase in the demand upon the mills, which, combined with the usual seasonal improvement in this direction, has resulted in a more or less rapid rise in the ratio of operation among steel producers. This increase in steel production, however, is not generally construed as an argument that the rate of mill operation will continue to develop, but rather as an indication that it may soon cease to increase; while during the summer period when the market is usually dull the percentage of capacity may not be so great.

One instance of the price trend to the south is noticeable in the sheet market, where having entered at the old prices all the desirable business offered in sheets, the mills withdrew the old quotations and substituted prices at the advanced level which they recently announced would be made effective. It is reported that a heavy tonnage was booked through this method of meeting the current situation.

The coal strike is now reported as entering more prominently into the prevailing steel developments, than was originally estimated. The walk-out of strikers at non-union coal mines has evidently been more effective than was anticipated, which, coupled with the looked for tie-up in union producing fields, has caused some anxiety to become apparent in certain quarters. Mills and furnaces have therefore been forced to draw more heavily upon their stocks of coal, while the increased demand for steel has had its contributory effect in the consumption of coal.

How the price tendency in steel will affect finished products in general and the manufactured hardware lines in particular, which rely upon steel as the primary basic material, can only be gauged by the extent and rapidity which these developments register, combined with the duration and resultant influence of the strike.

Pittsburg Markets

PITTSBURG, April 20— The coal strike is affecting the iron and steel industry more than was expected, because there has been a considerable amount of striking in non-union fields, particularly in Western Pennsylvania. Something of this sort was expected, but not nearly as much as has occurred. The union coal strike was expected to last several months, and what was thought to be sufficient provision was made against it. In particular, the strikes in the lower Connellsville region affect iron and steel, because normally, coke as made in the Connellsville region just as the coal is mined, is shipped as fast as drawn from ovens, and used by blast furnaces practically as received there being no stocks.

There have not been many strikes in the Connellsville region, or "old basin," but the lower Connellsville or Masontown field is nearly all down. Normally, the Connellsville region has more coke production than lower Connellsville but the former is largely a Steel Corporation affair, the merchant ovens being located largely in the latter mentioned territory. The Steel Corporation has partly made up for its loss in production in the lower section by starting additional ovens in the Connellsville but even the corporation has had to bank or blow out a few blast furnaces, perhaps half a dozen or more.

Pig Iron Demand:—Not many merchant furnaces have had to bank thus far, but there is danger that many will have to do so, and as they have pig iron obligations already, they have been withdrawing as sellers. Consumers on the other hand, appear to have discovered suddenly that they need iron and are not particular as to the price. Foundrymen who a month ago could not be coaxed to buy pig iron are now sending in orders, with the price space left blank.

No regular pig iron market is quotable, but prices would be not under $21 for Bessemer, $20 for basic and $21 for foundry, f. o. b. valley furnaces, or $1.50 higher on Bessemer, $2 higher on basic, and $2 higher on foundry, than the market ruling a fortnight ago. A small part of the advance in basic and foundry was reported a week ago, but the $21.50 figure given for Bessemer was an error, as the market had been $19.50 for quite a while.

Steel Supplies:—The turnover in steel products is considerably decreased. Part of the decrease is due to the reserve of sellers, exemplified chiefly by their stiffening up in prices, while part is due to buyers, who had undoubtedly been buying more freely in February and March than would have been the case if no coal strike had been expected. Undoubtedly consumption of steel has been increasing, but it is inconceivable that consumption should increase in three months in the way production has increased. In the last week of December steel ingots were being produced at less than 18,000,000 tons a year, while on March 31 the rate of production was in the neighborhood of 36,000,000 tons.

On the other hand, some buyers of steel seem to have been drawn into the market by the coal strike, but this disposition to buy on account of the coal strike is not noticed in steel to anything like the extent it is seen in pig iron.

The remaining independent wire mills have advanced nails, staples and barb wire $2 a ton, while the American Steel and Wire Co., has not yet taken action. It is expected that it will eventually advance. The advance that seems to be in progress does not involve plain wire or wire fence. The market is quotable as follows: Plain wire, 2.25c; cement coated nails, $1.90 to $2; wire nails, $2.40; to $2.50; polished staples, 1.55c to 1.65c; galvanized barb wire, $3.05 to $3.15; wire fence, 68 per cent off list, in carloads.

Bars, and structural small shapes are up $2.50 a ton, but attractive orders might still go at almost the old figure. There is no buying in sheets, as buyers have ample opportunity to cover before the $3 a ton advance that occurred early this month. It is said that the advanced prices are being firmly held, $2.40 for blue annealed, $3.15 for black, $4.15 for galvanized and $4.50 for automobile sheets.

Coal Strike Prospects:—The Connellsville and lower Connellsville regions were supplying coke to make between 20 and 25 per cent of the country's pig iron, and a large part of this supply has been shut off, possibly between one-third and one-half, while coke supplies elsewhere are menaced to a slight extent. Some of the by-product coke plants are well stocked with coal, but those that were depending chiefly on non-union coal are not so well stocked.

The strike as a whole is divided into two parts. The trouble at the union mines was expected all along to last two or three months, some observers expecting it to be late in the Autumn before it was entirely settled. Then there are the non-union strikes, which are quite unlikely to last long. The union miners are quite accustomed to striking, having had one pretty regularly every two years for a long time as the biennial scale came up for adjustment.

Makes Paint Department Lead the Way

Active Solicitation of District Conducted by G. Wickham When New Store Was Opened in Toronto a Year Ago—Using Paint and Varnish as a Leader Many Accounts Were Opened—Now Necessary to Open Larger Store—Expects 1922 Paint Trade Will Treble That of Last Year.

THERE are some business men who wade in where angels fear to get their feet wet and get away with it. Others who, when they find that they cannot budge the mountain over to where Mahomet sits, pick up Mahomet and set him over against the mountain.

Figuratively speaking, this is about what G. Wickham did with his paint department when he opened up the Wickham Hardware store at 2424 Danforth Ave., Toronto, the latter part of May 1921.

Mr. Wickham didn't recognize that he had started to sell paint a little late in the season or rather he didn't acknowledge it, but waded right in to get paint business from the drop of the hat.

The position of his paint department and the arrangement of his stock was the first thing that struck the eye of the incoming customer. In fact, a wide expanse of plate glass window permitted every passerby to see that the stock of the Wickham Hardware paint department was right up front, ready to do business.

But Mr. Wickham did not stop with a well arranged display. He knew that his advent into the community would not be heralded by the community's brass band, and here is where he began to give Mahomet his trolley-trip to the mountain.

Big Response to Business

As Mr. Wickham says, "I might have sat behind my counter waiting for trade to come to me, but I wasn't in any waiting humour, so I started shuffling sole-leather to let the community know who I was, where I was, and what I had and I must say that I was welcomed with a volume of business that has compelled me to start the erection of a new store long before my first year is up, and that will not be till the end of May 1922."

"How did I do it!" he answered in reply to the enquiry of Hardware and Metal.

"I made my paint department my leader, I got in touch with an experienced and very diplomatic solicitor who canvassed the whole community from stem to gudgeon, using paint and varnish as a leader, and incidentally giving one many leads for glazing, tinsmithing, furnaces, hardware and so forth.

"He hadn't been on the street a day before people began looking me up, eyeing my store up and down, walking in and asking my prices, and buying. I soon found that the interest aroused by my canvasser led them direct to my paint department. It was up to me and the quality of my line to do the rest and we did it.

Personal Touch with Community

"This method of introducing myself got me in personal touch with the com-

Paint Dep't Seen From the Street

What is meant by keeping the paint department well to the front of the store is indicated in this photo of the store interior of G. Wickham Hardware, Danforth Ave., Toronto. The passer-by can see the extensive paint stock from the street and the customer has plenty of light under which to choose colors—Active business followed in this department from personal solicitation and this business has practically been the foundation of the firm's business in other hardware.

AUTO ENAMEL

The Flint line of Auto Enamels is designed especially for the car owner who desires to refinish his car himself. This line is made under the same supervision as the finishes we turn out for the automobile industry. Flint Auto Enamels flow out evenly, have good hiding power and do not show brush marks.

Have this line on your shelves and be ready to supply the increasing demand of car owners for refinishing material. Write us for our attractive Spring proposition.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO - WINNIPEG - VANCOUVER
SUDBURY - HALIFAX

VARNISHES FLINT COLORS
PAINTS STAINS

munity, and I learned their habits and needs in much shorter time than in any other method of advertising I could have devised. I found that women, especially, are always interested in some surface or other about their home that needs the brightening touch of an enamel or a varnish stain, and that by selling them a line of the first quality, I obtained an introduction to their other needs in a comparatively easy manner."

"What about 1922?" Mr. Wickham was asked.

"I believe I can treble last year's business, especially in my paint department," replied Mr. Wickham, "at any rate, I'm not going to take any chances in being left behind so I have started to feature paints and varnishes early. They are good leaders to get into the home and I'm not forgetting my obligation to my paint department in giving me a good start."

"The fact that within less than a year I have found it necessary to build a larger store of my own is sufficient evidence of the fact that it pays to go out and tell people that you have settled in their midst to do business that gives both value and service that they can appreciate."

"If you had to start in a new community, would you repeat the same method?" asked Hardware and Metal.

"I sure would, only more so," was Mr. Wickham's reply, which only goes to show that an aggressive merchandiser can cast his lot in any locality and come out above board if he wants to set his mind and feet to the task.

Probably Mr. Wickham's method of using his line of paint and varnishes as an introduction can be used to advantage by other Hardware and Metal readers who wish to make 1922 their greatest paint and varnish year.

Developing Bigger Paint Sales

Present Year Away to a Good Start—Paint Manufacturer Cites Instances Where Customers Have Benefited by "Save the Surface" Campaign—Sales Increased Many Times Over.

MONTREAL.—Discussing the activity in paint and varnish circles in the earlier months of this year, and the possibilities of a record season, John Irwin, president of McArthur-Irwin, Limited, stated that without exception, lines of their manufacture were away to a good start, showing an encouraging increase over sales of last year. Curtailment of buying in the winter months was now being reflected on the manufacturers, orders now on hand necessitating a capacity run for some weeks to come. With the active painting season now at hand there seemed no obstacle in the way of a continued busy period well up until the time when the extreme heat of mid-summer months necessitated the usual slackening in demand.

"Unfortunately, export trade is not making the same progress as our domestic field, all countries, with the exception of perhaps the West Indies, falling behind the record of previous years," said Mr. Irwin. It was pointed out, however, that there were many reasons for this, and the West Indies was really to be congratulated on its present showing. Efforts were now being put forth to improve conditions for export from our Canadian ports, and it was hoped that other countries would soon be on the road to recovery.

White Lead Also Active

Speaking as a corroder of white lead in oil, Mr. Irwin stated that they were now very busy in the manufacture of this product. Factors, such as the extensive need of painting, lower prevailing prices, and efforts on the part of those engaged in the industry, that were stimulating paint sales, were also speeding the movement of white lead. The booking date had now been extended to June 30th, and dealers in some instances were holding back on their deliveries, but this was working out quite satisfactorily both for merchants and themselves. The tone of the market was continuing on a steady to firm basis, with little chance of any price change during the spring season, and this also was assisting toward a satisfactory working basis.

"Save The Surface" Movement

"If a retailer gains through bigger sales, we as manufacturers also benefit. The 'Save the Surface' campaign, more extensively carried out each year, is working for both the dealer and the manufacturer, and for this reason I am thoroughly 'sold' on the idea. Distributors of our products, both large and small, have taken a hold of the movement, and we have found that bigger business has resulted," continued Mr. Irwin. An instance was cited of a small merchant whose purchases in previous years totalled approximately $400 for the whole year. He had now adopted a "Save the Surface" department, and his purchases of paint and sundries were averaging $300 a month. A larger retailer had been in the habit of buying in the neighborhood of $1,800 worth of paint and varnishes in the year. This store had paid little attention to their paint department, and considered it more or less as a side line. Possibilities were seen in bringing it to its proper standing, and two years ago a complete change was made, adopting last year a "Save the Surface" department. Their purchases were now averaging $1,200 a month. Added interest in this direction was now manifest in the amount of correspondence received requesting window trims, transparencies and other literature, and it is Mr. Irwin's opinion that this year will see an appreciable advancement in the "Save the Surface" selling idea.

TINSMITHS' STATUS IS STILL INDEFINITE

(Continued from page 33)

of opinion was that the trade and the purchasing public were injuriously affected by the indiscriminate use of the term as now being applied. One element in the trade contended for the elimination of the name; the other asserted that there was no deceptive quality in the name itself, but that it was necessary to establish a standard of quality to which the term should properly apply. The difficulty as found is that the word has no real meaning but is indiscriminately applied by manufacturers to all grades of silver-plated ware. To the public it was found that the word however, has the meaning of origin in Sheffield, England, and signifies quality.

The Commission, without attempting to express a conclusive judgment upon the merits of any particular case, in general disapproves the use of the word "Sheffield" as a trade name, or mark for silver-plated hollow ware, and will proceed in individual cases as they come before it upon this basis, with due regard to the merits of any particular case.

LISTENING TO THE VOICES IN THE AIR

(Continued from Page 27)

Small sets for receiving only can be purchased for $15 to $35, these having an average radius up to 30 miles. Sets costing about $100 have a radius up to about 300 miles.

The standard stets, however, are fairly moderate in price and meet the needs of the average radio "fan." Additional telephone receivers, through which messages broadcasted by the transmitting radios are brought to the ears of the listeners, are in great demand. Certain wireless telephone sets are so arranged as to allow the connection of several receivers so that a group of radio enthusiasts can listen simultaneously. To encourage the use of radio sets, newspapers, electrical firms, etc., are sending out periodically concerts, lectures, etc., on which all persons with sets may listen to if within radius.

ACTIVE MONTH FOR MONTREAL BUILDING

If the remainder of the month produces as good a record as has so far been shown, April will set a high record for the year. Since the beginning of the month 230 permits have been issued, representing a total of $950,475, which exceeds that for whole month of March. Dwelling houses feature the program, most of the permits being for this class of construction.

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Floglaze

Registered

"The Finish that Endures"

Velvet Finish

(The Can with the Orange and Black Label)

There is no limit to the sales possibilities of a decorative material such as **Floglaze** Velvet Finish. This dull mat enamel is in strong demand for the finishing of walls, ceilings, woodwork, etc., of homes, hospitals, schools, churches and such like.

Owing to its unique composition, **Floglaze** Velvet Finish produces a dull lustre in a natural manner. This dispenses with the usual necessity of rubbing or polishing. Being readily washable without injuring the finish, enables bright, sanitary conditions to be maintained at all times.

Floglaze Velvet Finish furnishes a powerful lever for the increasing of profits in your paint department.

Our dealers' booklet, "A Guide to larger Profits," describes Floglaze Velvet Finish fully. Write for this book.

"Make 1922 Your Greatest Paint and Varnish Year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
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Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, April 20.—A somewhat stronger tone in both linseed oil and turpentine feature the paint markets this week. The oil market commenced to improve last week, after a period of an easier tendency, and advances are now recorded in some quarters. This movement is said to be directly in sympathy with flax seed, which has gained approximately 8 points in the last week. Current quotations are unchanged at this time, but a revision upwards is anticipated within the next few days.Increased demand is also assisting in the firmer tone on this product. Turpentine is, as stated, also slightly firmer, with the market described as active. Stocks are comparatively light at present, and deliveries are expected to improve in the very near future. The new crop will, in all probability, be the next factor to consider in the market at primary centres. A somewhat easier tendency is usually apparent following the appearance of this, and the future trend of turpentine is beyond accurate forecast. Shellac is little changed this week, the undertone of the market remaining in a strong position, but no actual changes are recorded on the local market. Paint, varnishes and sundries, also white lead in oil, are now very active, the season for these products commencing in earnest. Window glass is also unchanged locally, although some developments may appear in the near future owing to the opening of navigation.

FIRMER TONE DISPLAYED IN LINSEED OIL

Montreal

Following a period when an easier tendency has been displayed, the linseed oil market is now described as firm. The improvement commenced towards the latter end of last week, when the seed market showed a gain of 6 cents in the last two days. This is followed this week by a further advancement of 8 cents, with indications of a better tone from now on. This present movement is in accordance with the prediction made some weeks ago that the oil market would continue in a fairly strong position during the active weeks of spring. Although a set-back has been recorded in past weeks, and the market registered a continued slump, those well informed are still firm in their ideas.

Locally, quotations at this time remain at last week's figures. Demand improves and with the continuance of this comes the question of seed supplies. While there is little fear of a serious shortage at a later date, it is stated that supplies will be none too ample, and this factor will be of sufficient importance to maintain a firm situation. Unchanged quotations for the week are as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal. ..	0 98	100
3 to 5 barrel lots, per gal ...	0 96	0 98
Less barrels, add 10 cents per gallon.		

SOMEWHAT STRONGER TONE IN TURPENTINE

Montreal

Turpentine on the local market is described as considerably stronger, chiefly owing to present low stocks, both locally and at primary centres. According to local importers this condition may be only temporary, as the time of the new crop is now practically at hand. For some weeks past the deliveries have not been the best, demand having improved locally and supplies at southern centres being none too ample. With the new crop, however, the question of supplies should be improved to a great extent. Again, the usual occurrence at this period is an easier tendency, following receipts from the new crop. For this reason a somewhat softer tone may be expected in the turpentine market for the coming weeks, but the extent and duration of this tendency at present is impossible to judge accurately, as the seasonal demand will likely be a contributory factor. While no general price change on turpentine has been recorded on the local market, certain distributors who were quoting slightly under market levels, have not advanced their prices, and following are most generally adopted:

TURPENTINE—	Imp. gal.
1 barrel lots	1 21
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 31

ACTIVE MOVEMENT NOW RECORDED IN WHITE LEAD

Montreal.

The movement of white lead in oil is now said to be seasonably active, the weather in the past two weeks having stimulated sales considerably. The undertone of the market remains steady, owing to both pig lead and linseed oil showing a little change. Pig lead, which is a more important ingredient in this product than linseed oil, has continued fairly strong all during the winter and earlier spring. While other metals recorded an easier tendency, lead continued the steadiest metal on the list. There is a report that price-shading has appeared in certain quarters, but up to the present this is not very extensive, and the market on the whole is fairly steady. Present quotations are $12.00 in five-ton lots, $12.75 in one-ton lots and $13.10 in less quantities.

SHELLAC MARKET FIRM; NO PRICE CHANGES

Montreal.

Little further change is recorded in the shellac market this week, quotations generally remaining at former figures with the undertone of the market still firm. There is still a variation in prices existing among the various distributors, but it is noticed this week that some firms have increased their quotations, bringing them to a more uniform level. Following are prices most generally quoted:

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

SEASONABLE DEMAND EVIDENT FOR PUTTY

Montreal

The present movement of putty is now described as seasonable, building construction requiring fair supplies. Present quotations are said to be on a fairly stable basis, with little change thought likely during the remaining active months of spring. Following are prevailing prices:

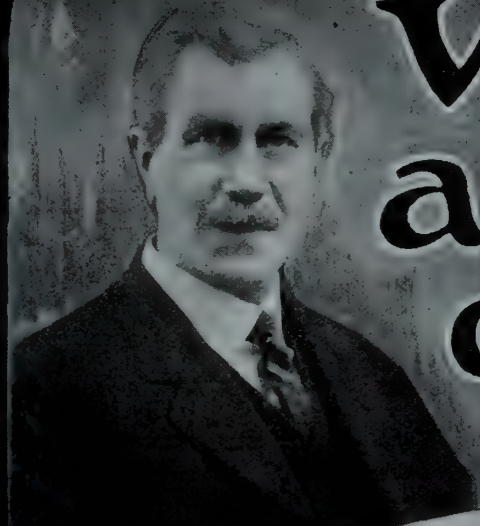
PUTTY—			
Bulk barrels 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00
Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less

Toronto

TORONTO, April 20.—Price developments in the paint markets this week, are noticeable by their absence, this being the first week for some time that either reductions or advances have not been announced. However, certain market tendencies attract keen interest, particularly in turpentine, linseed oil and shellac. Some shading of prices on turpentine are still apparent locally, while the supply of turpentine both on the domestic and primary cen-

(Continued on Page 52.)

What — a leading dealer says.



I do not hesitate to pronounce "Elephant Brand White Lead" absolutely the best

E GLASS

WALL PAPERS

PHONE QUEEN 498

W. J. CARSON
DEALER
PAINTER AND DECORATOR

OFFICE AND SHOWROOMS
291 LAURIER AVE. WEST

OTTAWA, CANADA 19th. December 1921.

The Canada Paint Co.,Limited,
MONTREAL,
Que.,

Gentlemen;-

A little over thirty years ago the writer started his career as Painter & Decorator. Realizing that the only way to build a successful business,was to first establish a reputation by giving the public the best workmanship possible coupled with the best products obtainable.

My first selection,as to material was " Elephant Brand White Lead" as I considered it at that time stock that could be recommended to my customers and which I could use also with entire satisfaction.

"Elephant Brand White Lead" was then noted for its intensity of whiteness,covering and lasting qualities,making it the most durable lead on the market. What was true of it thirty years ago can be said of it to-day,and I do not hesitate to pronounce "Elephant Brand White Lead" absolutely the best.

Yours very truly.
W. J. Carson

WJC/P.

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 50)

tres continues to be more or less of a restricted nature. The new crop has been slightly delayed through cold nights and stormy weather, and prices are fairly steady at southern points. More buying activity has recently been recorded, but buyers are adhering to a moderate policy, as the feeling is prevalent that some easier price levels may develop with the arrival of fresh seasonal receipts Linseed oil has developed a firmer tone due to the upward trend in the flax seed markets. Whether this movement will hold, is dependent upon varying elements, such as the call for seed, and the seasonal activity in linseed. Shellac continues to register a firm tone, and while some advances were reported at primary centres, local prices are nominally unchanged, although quotations are still withheld in certain quarters. No relief has been reported from Calcutta in conditions governing available supplies, but on the other hand the situation has apparently not reached the stage where the scarcity of shellac is acute. White lead in oil and putty are in seasonal demand, with paints and varnishes registering increased activity as the Spring months advance. The stronger tone in the primary lead markets has been reflected in the general tendency of white lead in oil, this metal being one of the chief elements in manufacturing costs. Window glass quotations are locally unchanged, but some uncertainty is expressed regarding future prices in certain quarters, owing to the re-opening of navigation points in eastern Canada.

TURPENTINE SUPPLIES OF MODERATE NATURE

Toronto.

Little fundamental change has been recorded in the turpentine markets during the past week. Locally, stocks are still reported as low, with fresh shipments expected to be quickly distributed owing to the general demand. Prices continue to show a range, the level of $1.30 recorded recently being generally maintained, although prices several cents below this level have also been recorded.

It is stated that some storms and cold nights at southern producing centres have delayed the new crop, and current purchases continue in excess of fresh receipts. Whether easier prices will develop with the arrival of the new crop is described as depending upon the demand and the extent of offerings. Some lowering in prices from the winter levels is customary. Distributors point out, however, that the Spring demand for turpentine is generally improving, while local supplies are somewhat restricted.

Supplies in the south are also reported as very limited, with the current demand resulting in a call upon the tanked reserves. The prevailing requirements are described as far heavier than the early new receipts, as with the nights still cool, the crop is running slowly, at present. Both the domestic and foreign volume of demand is stated to have improved, a movement which commenced with buying for European shipment. Under these circumstances, certain consumers of turpentine are said to be short on supplies, a fact which has resulted in the present activity. While many purchases are still for immediate needs, the total aggregate creates an improvement over recent market activity.

The anticipated nearness of the new season's crop, is considered as deterring many buyers, the feeling having developed that some easier prices may become apparent with the advent of fresh supplies. Following are the average local prices, which, however, are being shaded, as reported above:

TURPENTINE—	Imp. gal.
1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Less than 1 barrel lots—15 cents per gallon extra

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

FIRMER TONE IN OIL REFLECTS SEED TREND

Toronto.

With a gain of several points in the flax seed markets, this improvement has been reflected in the undertone on linseed oil. Quotations on oil, however, generally remain at the recent revised levels, with the current demand of fair proportions for this season of the year. The supply of seed is described as one of the dominant factors in linseed oil, and with the demand for seed registering improvement and prices consequently developing an upward trend, a similar tendency is expected to be reflected in oil during the ensuing weeks. As pointed out above, however, the prevailing movement of linseed, is only moderate. Crushers refer to the fact that when flaxseed markets weakened, linseed oil showed a sympathetic downward trend. Therefore, in the event of firmer seed prices, some similar developments are looked for in certain quarters. The average local oil quotations follow:

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 05	1 08
3 to 4 barrel lots	1 04	1 07
5 to 9 barrel lots	1 02	1 05

Less barrels, add 15 cents per gallon.

SPRING BRUSH TRADE OF FAIR PROPORTIONS

Toronto.

The Spring brush trade is now described as well under way, with manufacturers and distributors reporting that they are fairly busy. Current business in these products has been stimulated by the general adoption of paint up and clean up programs in various localities. Retail stocks of brushes, however, are generally smaller this year than during past seasons. This condition is attributed to the natural reticence of buyers in practically all phases of the trade, and distributors state that the policy is reflected in the numerous hurry calls for small quantities, more or less frequently repeated, which have featured the present season's activities. General reports, indicate, that trade has registered an improvement. however, with prices at present steady and unchanged. There has been little change in the raw products markets, and quotations have therefore been staple for some time. An even ng-up process is anticipated in brush prices towards the middle of the year, but no general revision, or decline, is looked for in view of the firmness evident in the bristle markets.

LOOK FOR BUILDING ACTIVITY TO REFLECT DEMAND FOR GLASS

Toronto.

The present market for window glass is described as somewhat spotty. Certain distributors report a fairly brisk demand, while others state that the movement is of more moderate proportions. Both manufacturers and distributors, however, look for improvement to develop in the future, and point towards the general building activity as one of the principal factors in developing improvement in the demand for window glass. Such buildings will hardly reach the stage where glass is required for a number of weeks, but a couple of months is generally given as the period when brisker activity should be recorded. Prices are fairly firm, with little variation noted in this direction. The recent new net list remains in effect, with the customary small discount for 25 cases and over.

NOT ATTRIBUTED TO COAL STRIKE

(Continued from page 32)

tual production of coal has changed little outside of the Connellsville district, where it is somewhat less, and the rate of steel works and rolling mill operations is about 75 per cent. for the Steel Corporation and close to 70 per cent. for independent companies.

In the Connellsville field many of the idle non-union men are still out without making demands. The present week is expected to show their real intentions, and another week may see the beginning of a drive to re-open non-union mines.

Buying of steel has been stimulated by the increasing inability of mills to make prompt deliveries, and consumers have found that they must lay in stocks instead of drawing on the mills week by week as they have done for months.

In brief, the price changes of the week are $1 to $2 per ton on pig iron in most districts and as high as $3 in eastern Pennsylvania on limited sales, while several finished steel products are up $2 per ton.

The volume of fabricated steel business closed in March, 139,300 tons, was almost as much as that of January and February combined, and was over 30 per cent. better than the March average for the preceding ten years.

Rush Shipments From Stock

All the painting, varnishing and general cleaning up that goes on in the Spring means Big Brush Sales.

How is your stock of Rubberset Brushes? Check it over carefully. Bring it up to strength. Rubberset quality and reputation draw trade, and if your stock needs replenishing, we can rush you supplies from stock.

From Your Jobber or Direct

RUBBERSET
TRADE MARK

RUBBERSET COMPANY, LIMITED
5 Sullivan Street, Toronto

Factories: Toronto and Gravenhurst

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. .	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	....	....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz. ..	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz. ...	10 50	15 00
Double bit, doz. ..	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c. to 75c. a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12 each..........$0 50
12 or less than 50, each.....0 45
50 or less than 125 each..... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
less than 12, each......... 0 50
12 or less than 50, each... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each, each. 37½
F o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......	$ 6 00	18-16 ...	$12 00
4-16 ...	5 00	19-16	14 00
5-16.......	5 00	20-16....	14 00
6-16.......	5 00	21-16....	16 00
7-16.......	5 00	22-16....	16 00
8-16.......	5 00	23-16....	18 00
9-16.......	6 00	24-16....	18 00
10-16......	6 00	25-16....	21 00
11-16.......	7 00	26-16....	21 00
12-16......	7 00	27-16....	24 00
13-16......	8 25	28-16....	24 00
14-16......	8 25	29-16....	24 00
15-16......	9 50	30-16....	27 00
16-16......	9 50	31-16....	30 00
17-16......	12 00	32-16....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream **cans, etc., see under WARES.**

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal	
Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
Russwin—Each, No. 0, $1.65; No. 1 $2.00; No. 2 $2.40; No. 3 $3.25; special prices for ½ doz. lots, or more.
F.O.B. Montreal Toronto
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 2, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ...	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb....	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

The Line is Complete

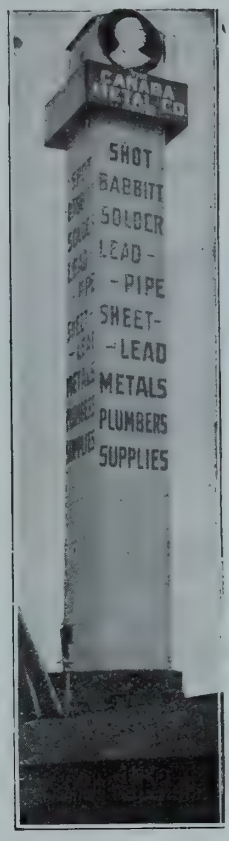
YOU can meet every demand for pumps with the Toronto line — at right prices. Toronto Pumps have been on the market for over 35 years. They are thoroughly high grade in every particular — give many years of satisfactory service.

This is one of the big pump seasons. Write immediately for our splendid dealer proposition and special pump offer.

Ontario Wind Engine & Pump Co., Ltd.,
ATLANTIC AVE., TORONTO

Montreal Winnipeg
Regina Calgary

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO PUMPS



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.
TORONTO MONTREAL WINNIPEG VANCOUVER

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz........... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round

Shank and Jobbers, 60 per cent.
Brace bit, and bit stock... 50%
Rachet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per Cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ...7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%. List.
Atlas No. 0 .... 18 35
Do., No. 1 .... 18 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap	Tee
	Doz. pairs.	
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25c. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. ..21 per lb.
48 x 96 ....21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs..... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold blast genuine ruby.. 5 40 doz.
F.o.b. factory.

LATCHES— ... . . . Per doz.
Steel Thumb No. 2.......... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
Do., style B 21 75
Do., **Electric** 125 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power .. 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive .. 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen........... 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small.... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 30
Crank wringing 7 35
Smarts' 4 00
No. 11 Janitor 4 76
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 8" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Kitchen Utensils

are among the biggest profit-makers in the hardware store to-day. If you link up with the "Viko" line of aluminum ware you will get a line that sells quickly on account of superiority in design, quality and finish.

Viko Products pull repeat business for you and for us.

HURTUBISE LIMITED

222 Notre Dame Street West
MONTREAL - CANADA

Ontario Representative:
A. P. HOPKINS,
371 Lyon Street,
Ottawa, Ont.

Maritime Representative:
H. E. FRYE,
Box 61,
Moncton, N.B.

STRATFORD Ironing Boards and other Wood Products

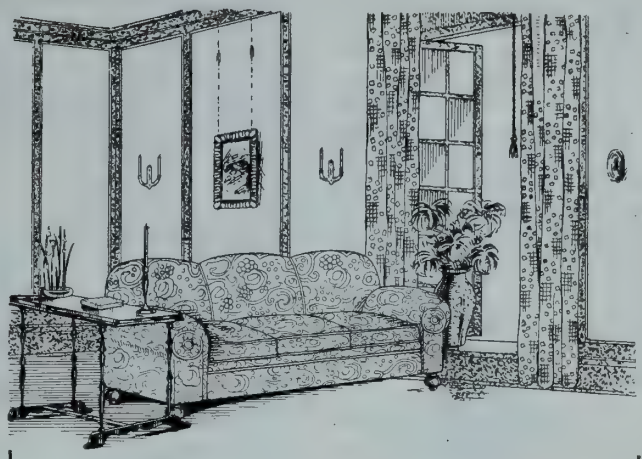
Selected Basswood tops and hardwood legs. Strong and durable, giving years of hard service. They make satisfied housewives who show their satisfaction in purchases of other lines you carry.

We also manufacture Ladders, Meat, Bake, and Bread Boards, Clothes Bars, etc. Send for complete Catalogue "D" of wood manufactured products.

The Stratford Manufacturing Co., Limited
Stratford, Ontario

Willow Clothes Baskets

WALTER WOODS
LIMITED
Hamilton and Winnipeg



Alabastine Opaline Effects

A new development in artistic wall decoration has been perfected. All the beauty—all the harmonious coloring—all the effect of the most expensive wall papers can now be combined with the sanitation and economy of

Mix in Hot or Cold Water

Alabastine

Avoid imitations. There is only one Alabastine.

Beautiful, colorful walls that not only match the colors of furnishings and draperies but resemble their very texture can be produced. A suitable Alabastine tint is used as a background and harmonious colors are dabbed on this with a sponge. An attractive flecked effect is the result.

There are no expensive tools to buy. Very little time is required and no special skill.

See the samples our salesman carries and write for some to display in your store. The Opaline Effects are going to increase the sales of Alabastine tremendously.

Retail prices:

5-lb. package	75c
2½-lb. package	40c

The Alabastine Co. Paris, Limited

Paris, Ontario **Winnipeg, Manitoba**

If interested tear out this page and place with letters to be answered

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b., Montreal, $4.35 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM— per 100 lbs.

Special No. 1 .... $15 00
Plumbers' in 50 lb. bales.... 6 50

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0 20.0

List, less 15 per cent.

Polarine, per gal. list	1.00
Polarine, medium, list	1.00
Polarine, heavy, list	1.00
Polarine, special heavy	1.00
Polarine, ex-heavy, list	1.25

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case

5 gross, 4-in. (loose)	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$6 00	$8 00	$....	$....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

		Toronto
Samson, 1 ply, roll		$2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00

Everlastic (red or green) mineral surface, sq. 36" wide, . 3 85

Do., 18" wide 3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 21

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
British manila, basis	.21
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	41
Hemp, tarred bolt rope basis	44
Marline and Houseline	44

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

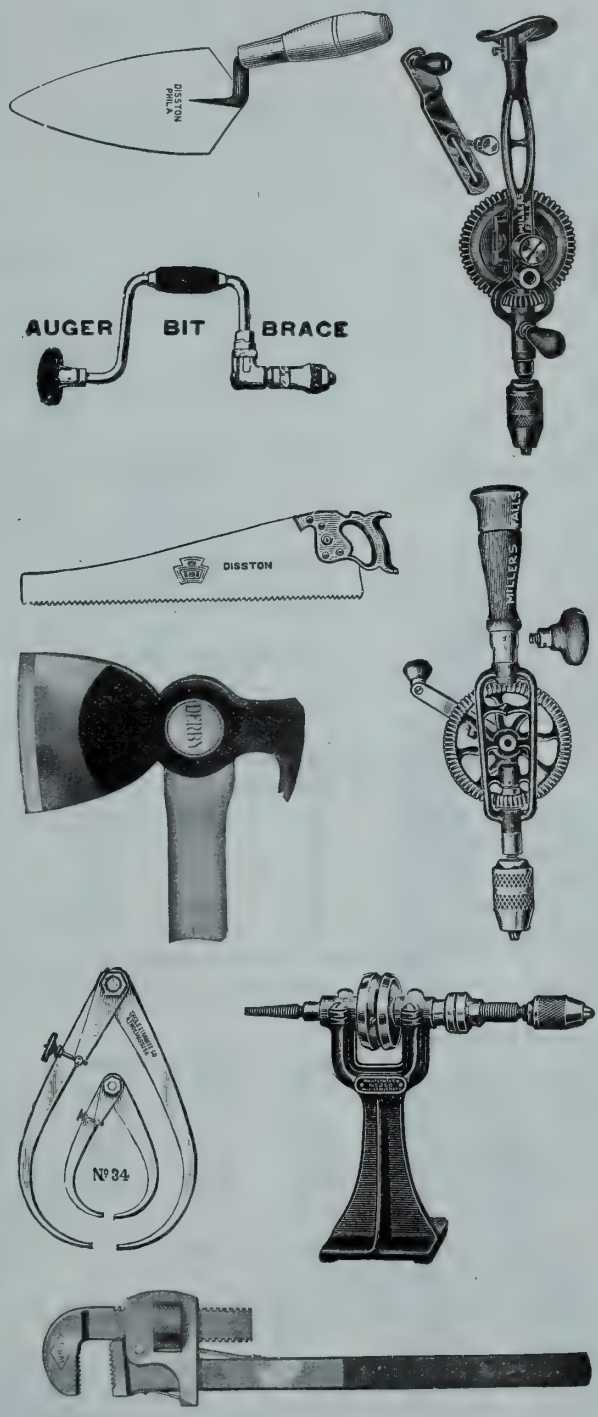
Wood, F. H., bright	82½/5%
Wood, R.H., bright	80/5%
Wood, O. H., bright	80/5%
Wood, F.H., brass	77½/5%
Wood, R.H., brass	75/5%
Wood, O.H., brass	75/5%
Wood, F.H., bronze	72½/5%
Wood, O.H., bronze	70/5%
Wood, R. H., do.	70/5%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

We Have the Goods that Sell

It is a great time to be well stocked with established goods that are satisfactory and sell readily. In view of the pronounced boom in building, the merchant who stocks—displays—and sells the dependable and salable lines procurable through the wholesale house of W. Walker & Son, Ltd., is earning an advantage that means greater business and increased profits — 1922 promises to be a big year in Builders' Hardware and Mechanics' Tools. We have the fullest assortment—suppose you write us for prices and information about your needs.



W. WALKER & SON LIMITED

WHOLESALE HARDWARE AND IRON MERCHANTS

10-16 ALCORN AVE., TORONTO

Going Strong!! Walker's Aero Paint Products and Owl Roofing

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List

Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's) Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 42
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford,

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$30.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast .... Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. 33 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun, No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 48 00
Grand Rapids, nick., cyco b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket

TWINE, BINDER per ft
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 41%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand .. 50%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms. plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans List, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.60	2.60	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 355

THE TIME IS HERE!

Beginning in the issue of Hardware and Metal February 25th, and every week since, the burden of our song has been

GET YOUR ORDERS FOR "PREMIER" GALVANIZED STEEL SHEETS IN EARLY!

Every sign pointed to firmer prices and delayed deliveries and if you followed our advice

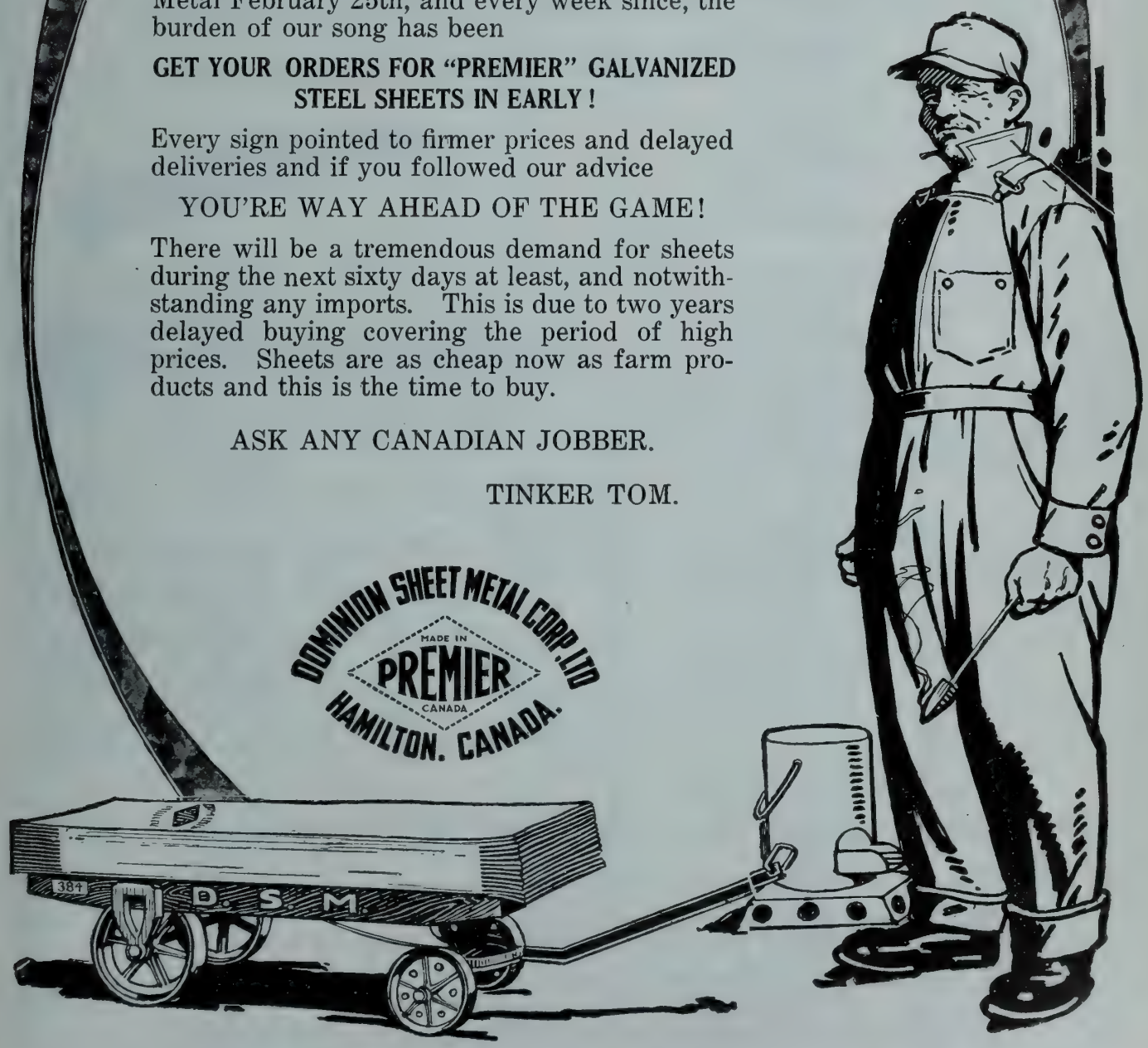
YOU'RE WAY AHEAD OF THE GAME!

There will be a tremendous demand for sheets during the next sixty days at least, and notwithstanding any imports. This is due to two years delayed buying covering the period of high prices. Sheets are as cheap now as farm products and this is the time to buy.

ASK ANY CANADIAN JOBBER.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0-26
Packages 30-38
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-06½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 06
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal..... $4 00
Ad-el-ite, tints, gal..... 3 75

COLORS IN OIL, PURE

	1 lb
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 85
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure ..	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 ..

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic .....$	7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro, ...	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry,	6 75
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	..50
Cake bone, 112-lb. bags.	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS.—Window

Case lots	Single 16 oz.	Double 24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure.		13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs
Genuine, 560 lb. casks . . .$ 9 75
Genuine, 100 lb. casks 10 75
Less quantity 11 75
No. 1, in casks ... . 7 00 to 8 75
Do., in kegs ... ...8 00 to 9 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto

OILS— Fly Creonoid
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white.. 3 75
Do., colors 3 60
Re. Newitt, porch and floor 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3.75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall, white 3 45
I.V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White.....3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dulltones, colors .. 3 35
Ramsay's floor 3 40
Ramsay's porch 3 40
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white 3 35
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white ... 3 40
Pearcy's Prepared, floor 3 00
A. & E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor
Barrels, per gal. ...	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal. .	0 95	0 95
1s, per case, doz. ..	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)..	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.....	0 33
50 and 100-lb. drums, per lb., ...	0 31
250-lb. kegs, per lb.....	0 29½
600-lb. barrels, per lb....	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade . .	3 00	3 50
Water white	4 75	5 25

SHELLAC	Pure	Pure.
Per Gal.	White	Orange.
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint. ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined .	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER
L. B. High Standard..... 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 00
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 08
B.-H. Maritime Spar		5 13
B.-H. Hard oil		2 76
B.-H. Gold Medal		3 42
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 95
C. P. C. Sun Varnish		3 90
Glidden Wearette		3 90
Glidden Floorete		3 90
C.P.C. Sun Aero Spar		4 50
C. P. C. Sun Waterproof Floor		4 00
I.V. Elastica, No. 1		4 89
Do., No. 2		4 48
Do., Floor		4 00
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor...		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No. 61.....		5 04
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 13
M-S Finest Interior		4 87
Moorlastic Floor		4 26
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 14
Mar-not		3 93
Quick Action House		2 65
Rexspar		5 04
Scar-Not		4 66
Lowe Bros., durable floor ..		4 50
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing ..		4 85
Kyanize Interior and Floor		4 ..
Luxeberry Light		4 75
Luxeberry, granite		4 90
Luxeberry spar		5 62
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 80
Ramsay's 400 Hard Oil		3 25
Ramsay's No. 720.....		3 00
"C.D. Big 4" Exterior		5 00
Do., Do., Interior		4 50
"C.D. Big 4" Floor		4 40
C. D. General purpose		4 18
C. D. Furniture		2 25
Dougall Univarnish, clear ..		4 40
Dougall Transparent, spar ..		4 90
Dougall Transparent, floor ..		4 40
Do., Nogloss, interior		4 40
Do., Interior, ...		4 40

Copalite
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 06
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg..	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 10½

WATER PAINTS (per 100-lbs., 5-lb. pkgs.	White.	Colors
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white...	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbls 7 00		7 50
Hygienis Kalsomine. per 100 lb.		
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. .. 10 00		11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 ..
O.P.W. floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax gal .	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 35
Sherwin-Williams	0 43
Solpar ..	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

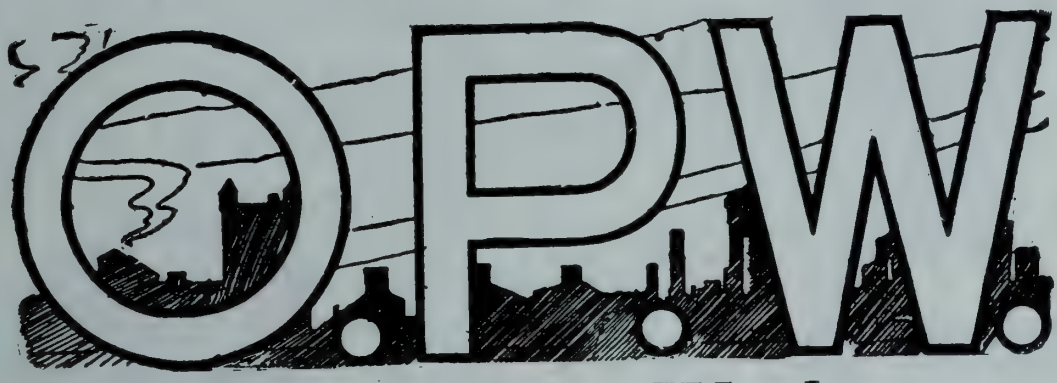
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL ... .. Per gal.

In five gallons	$1 75
Methylated Spirits	1 75

Make your store paint headquarters by carrying a full line of all the O.P.W. products

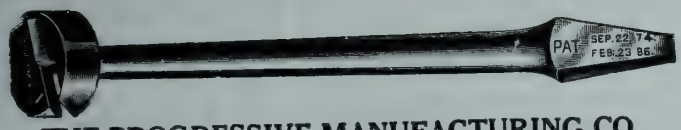


Ottawa Paint Works

Limited

Ottawa, Ont.

Branches : Montreal and Toronto



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

WHEELER & BAIN, LTD. TORONTO

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

8/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5 25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10-5% off list.
Standard, 30 10-5% off list.
Extra, 30 and 10 %.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 6, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	45%
Straight shank	45%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. 26 Eng.	6
24	6 75
22	6 75
18 and 20	6 60
16	6 45

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft., $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	**12 75**
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 1 per 100 lbs.

LEAD WASTE, 12.51 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

Raw	1 10
Boiled	1 13
	Per ga..

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William $4 00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape. well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

BASEBALL

We strongly advise you to stock up with the needs of this most popular game. The **Insistent Demand** of the sporting community will be as great as ever. Put yourself in a position where you will be able to fill all the needs of the players and clubs in your own immediate vicinity.

WE STAND BEHIND

the goods we sell. We handle only the very best. We can outfit complete either clubs or players. Our line of suits cannot be excelled. Will send you patterns, sample cloths and full descriptions on receipt of post card.

Have you received our Summer Sporting Goods Catalog for 1922? If not, write us and we will forward.

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED
Calgary WINNIPEG Saskatoon

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Bleak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$6 25	$8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$2 40	$2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$3 85
No. 158, gal. 5" wheel	4 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½-in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c.; ⅜ in., 21c.; 7-16 in., ½ in., 9-16 in., 20½c.; ⅞ in., 20c.; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.

Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg, No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50, 10 in., ...12 in.....15 in......
18 in. ....

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

	—Dozen—	
Always Ready	Black,	N.P.
No. 1	$4 60	$5 00
" 2	6 30	6 75

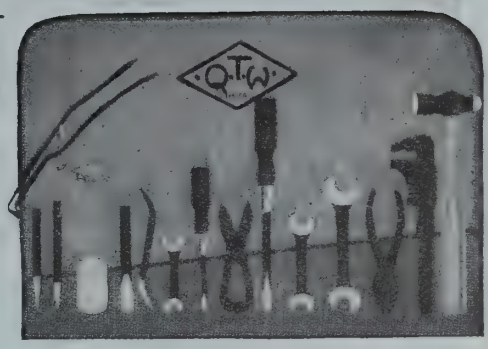
WRINGERS, CLOTHES Doz.

Regent	$69 00
New Era	76 50
Universal	49 50

Every Motorist Needs A Tool Kit

Make real money this spring on a good clean line that sells easily, and at a liberal profit. Right now is the time to get going.

All the tools are Drop Forged and in a heavy canvas case that will withstand rough usage.



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Made to suit the CANADIAN CLIMATE

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Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

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Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

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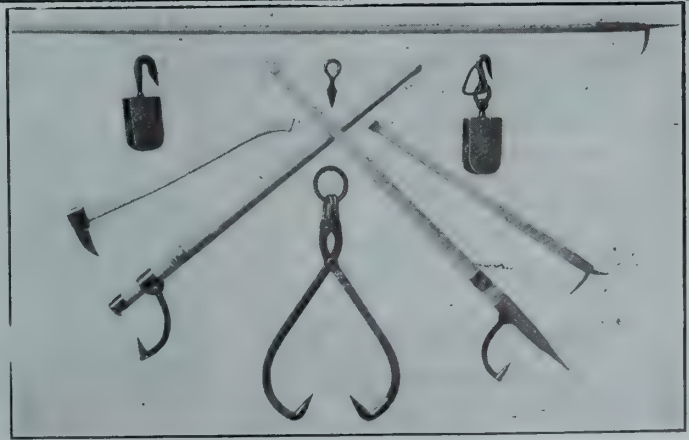

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Gray Ball Bearing Co., Ltd., Toronto.

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BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BROOMS
Canada Brush Co., Ltd., St. John, N. B.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins and Sons, Limited Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

A typical farm building showing effect secured after covering with Everlastic "Rubber" Roofing

Are You Ready for Spring Business?

All indications point to a record year in the sale of Barrett Roofings and Roof Repair Materials; for people are going to spend their money carefully. If they can patch the old roofs to last another season, they're going to do it. And if they have to buy new roofs they're going to demand roofing of proved dependability.

Seventy-five years' experience has given The Barrett Company, Limited, a thorough knowledge of roofing requirements. All over the Dominion, the name "Barrett" stands for honest goods at honest prices.

Better be ready — place your order now for these popular Barrett products!

Everlastic "Rubber" Roofing

The recognized standard among "rubber" roofings. Famous for its durability. Made of high grade, waterproofing materials, it defies wind, weather and time and insures dry, comfortable buildings under all weather conditions. Everlastic "Rubber" Roofing is the most popular roll roofing sold in Canada. It is tough, pliable, elastic, moderate-priced and very economical. It is so easy to lay; no skilled labor required. Comes in three weights in rolls containing 108 sq. ft. Nails and cement included in each roll.

Everlastic Multi-Shingles

Made of high grade felt thoroughly waterproofed and mineral surfaced in beautiful natural colors, either red or green. Come in strips of four shingles, and so can be laid quicker and at far less cost for labor than ordinary shingles. Produce a roof of artistic beauty worthy of the finest buildings, and one that resists fire and never needs painting.

Everlastic Liquid Roofing Cement

In a class by itself among roof repair materials. A big seller everywhere—a sure repeater.

Unequalled for resurfacing old and worn-out prepared and "rubber" roofings. Comes ready for use, is easy to apply, and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

The Barrett Company LIMITED

WINNIPEG MONTREAL
VANCOUVER TORONTO
HALIFAX, N. S. ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal.
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Buffoch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Gartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Hurtubise, Limited, Montreal.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y
Quality Tool Works, Ltd., Montreal.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lamarre & Co., Ltd., St. Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cowdrey Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walker Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont
Imperial Oil Co., Ltd., Toronto
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
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The Glidden Co., Ltd., Toronto.
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R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

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Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

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Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
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Sherwin-Williams Co., Montreal.
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THE BUYERS' GUIDE

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Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
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The Steel Trough & Machine Co., Ltd., Tweed.

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PETROLEUM FAUCETS

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Ltd., Toronto, Ont.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

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Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
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The Steel Metal Products Co., of Canada, Limited, Toronto.

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The Barrett Co., Ltd.

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Kraeuter & Co., Inc., Newark, N.J.

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Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Millers Falls Company, Millers Falls, Mass.

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POST HOLE DIGGERS
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Canada Wire & Iron Goods Co., Hamilton, Ont.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

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Rideau Specialty Co., Smiths Falls, Ont.

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PRUNERS, TREE
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PUMPS, SELF-MEASURING
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Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

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Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
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Sherwin-Williams Co., Montreal.
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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Thos. Ellin & Co., Limited, Sheffield, Eng.
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Christopher Johnson & Co., Sheffield, England.
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Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

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Marlin Firearms Corporation, New Haven, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.

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Henry Disston & Sons, Limited, Toronto.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
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Simonds Canada Saw Co., Ltd., Montreal, Que.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

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Henry Disston & Sons, Limited, Toronto.
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Newell Mfg. Co., Ltd., Prescott, Ont.
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T. T. Shurly Co., Ltd., St. Catharines, Ont.

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Millers Falls Company, Millers Falls, Mass.
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Walter Wilson & Son, St. John, N.B.

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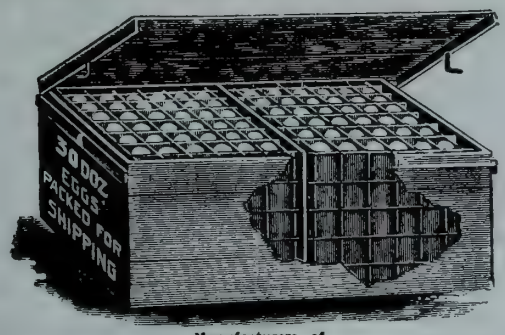

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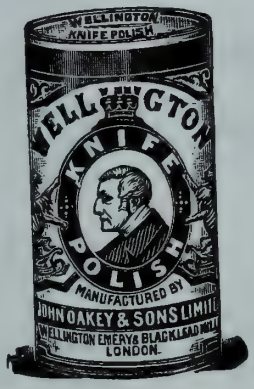

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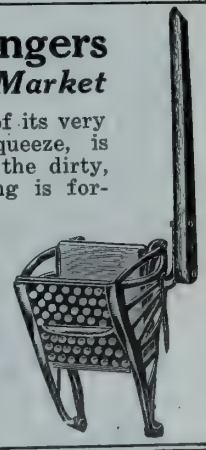

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Christopher Johnson & Co., Sheffield, England.

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SCREWS, THUMB
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Canada Wire & Iron Goods Co., Hamilton.

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Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

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The Barrett Co., Ltd.

SHEETING
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
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SHOW CASES
Cameron & Co., Toronto.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Christopher Johnson & Co., Sheffield, England.
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Simonds Canada Saw Co., Ltd., Montreal, Que.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Chicago Solder Co., Chicago, Ill.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

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STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

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Cameron & Co., Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

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National Electric Heating Co., Ltd., Toronto, Ont

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The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

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The Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa

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TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Brown-Boggs Co., Hamilton, Ont.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
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North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
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A. B. Jardine & Co., Limited, Hespeler, Ont.
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Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Ltd., Montreal.
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Millers Falls Company, Millers Falls, Mass.
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Stanley Works, New Britain, Conn.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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The Katie Foundry Co., Galt, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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British Empire Steel Corp., Ltd., Montreal.

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Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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Frost Steel & Wire Co., Ltd., Hamilton
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
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British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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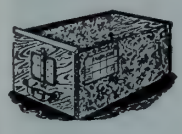

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288 Water Street Peterborough Canada.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

If interested tear out this page and place with letters to be answered.

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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

This Fine Billmont Display Board FREE!

Here is a striking display board, standing higher than a man, in strong attractive colors that will compel attention for your stock of Billmont Wrenches. It costs us real money to prepare these boards, but our aim is to help you SELL Billmont Wrenches.

One of these fine display boards will be furnished free to selected dealers who sign a Billmont Master Dealers' Contract.

A Live Merchandising Plan for Billmont Master Dealers

We will circularize your mailing list at no expense to you; inquiries will be referred to Master Dealers; newspaper cuts will be furnished free for your local advertising; special Master Dealers' prices enable you to sell mechanics and quantity purchasers; catalogs and advertising material furnished with your name imprinted.

The Billmont Wrench is a worth-while proposition. It fills a real need of mechanics, garages, car owners, farmers, industrial plants; in fact of every one working with nuts and bolts.

Billmont Wrenches are an economy, as well as a wonderful convenience. A set of eight wrenches, with only twenty-four sockets, equal 192 wrenches. It is surely an economy for any man to be able to buy such a **complete** outfit that yet contains so few tools. And you can sell them singly or in sets.

Remember "Billmont Sockets" are absolutely guaranteed against breakages when used with "Billmont Wrenches."

Write us for details of Master Dealer Proposition. It's a profit-maker!

Russell Gear and Machine Co., Limited
1209 King St. W., TORONTO, Canada

Master Dealer Assortment
Class "A"

1 No. 500 Billmont Mechanics' Kit.
2 No. 300 Billmont Socket Sets.
2 No. 310 Billmont Socket Sets.
2 No. 400 Billmont Motorists' Kits.
3 No. 200 Billmont Garage Sets.
6 No. 1 Billmont Master Wrench Sets.
2 No. 0 Billmont Master Wrenches.
2 No. 2 Billmont Junior Wrenches.
2 No. 8 Billmont Ratchet Wrenches.
2 No. 9 Billmont 6 inch Extension.
2 No. 10 Billmont 11 inch Extension.
1 No. 350 Cabinet and Socket Assortment.
1 Master Dealer's Large Display Board.

BILLMONT WRENCHES

With Interchangeable Sockets "8 Hands with 192 Grips"

THE DAYTON IS MADE IN CANADA

What's in a name?

THIRTY-FIVE years of scientific and painstaking effort are built into the "DAYTON" Hardware Scale.

When you think of Computing Scales, if you appreciate precision and quality service, you must think of "DAYTON."

DAYTON Computing Scales

were pioneers in the Canadian market. The "DAYTON" Company was the first to establish a computing scale factory in Canada.

Daytons to-day are built for every line of business, from the smallest country or corner store to the plant of the manufacturer weighing annually goods worth millions of dollars.

There is a Dayton to meet YOUR needs. Let us demonstrate how we can help you to improve your service and increase your profits.

"IF IT'S A DAYTON IT'S RIGHT"

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-Pres. and General Manager. HEAD OFFICE and FACTORY : 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. Johns, Newfoundland.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 17 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA April 29, 1922

SHEET METALS

Black, Galvanized and Tinned Sheets
Polished, Black and Galvanized Canada Plates
Tinplates and Terneplates
Copper, Lead and Zinc Sheets

IRON & STEEL

Hoops - Plates
Billets - Sheets
Wire Rods

INGOT METALS

Tin - Lead - Zinc
Copper - Antimony
Aluminum

PIG IRON
FERRO ALLOYS
FIREBRICKS and CHEMICALS

Stock and Import

A. C. LESLIE & CO.

LIMITED

TORONTO MONTREAL WINNIPEG

Established 1866

Strikingly Effective Window Trims Now Ready for Distribution to all SMP Dealers

Here you are! Four of the most striking window trims ever produced. Trims that will catch the eye of every man, woman or child that passes the window. They have just been delivered to us and we must admit we are very proud of them.

Take Your Choice

There are four different trims; two in Diamond Ware and two in Pearl. You can have the one above in either Pearl Ware or Diamond Ware. Next week we will print a photograph of another trim in our Hardware and Metal ad. This trim can also be had in either Diamond Ware or Pearl Ware. Watch for it.

See Our Traveler

Our travelers have photographs of these different trims. See the man who covers your territory; make your choice and order. If you'd rather not wait, write direct to us.

Any one of these four trims will transform an enameled ware window into one of the most attractive displays possible. A window dressed with one of these trims will form a powerful link between our great campaign of advertising and your store.

Write us at once or order through our traveler

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Wedding Gift Time— will soon be here

While June is the wedding month, do not overlook the fact that May is the month of showers for the bride-to-be. You will have many opportunities to do business with this class of trade this year and now is the time to look over your requirements and make sure that you have a complete selection of suitable gifts.

Here are a few suggestions

Community Plate

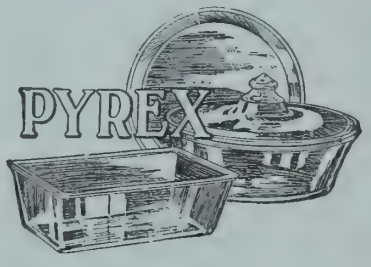
We carry a full line of flatware in the following patterns: **"Adam," "Patrician," and "Sheraton,"** also the new **"Grosvenor"** pattern. These splendid patterns have a very distinct appeal and are proven sales makers. Display them prominently. They will attract trade.

Rogers 1847

Our stock of Rogers 1847 flatware consists of such well known patterns as "Old Colony," "Cromwell," "Tipped," and also the new pattern, "Ambassador." They are well known standard lines and make pleasing gifts.

Pyrex Ovenware

We carry a full line of Pyrex in plain and cut, separate pieces and sets. The Pyrex Ovenware Set is very appropriate for occasions of this kind.

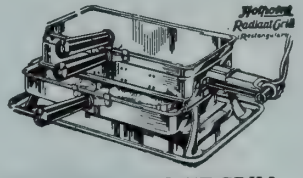


Electrical Appliances

also have their appeal to the June bride trade. We have a very fine assortment from which to choose, including grills, toasters, percolators, boudoir sets, irons, vacuum cleaners and many others equally as popular.

Now is the time to start wedding gift buying interest by having the stock and displaying suitable lines.

Let us sort up your stock.



HOTPOINT RADIANT GRILL

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

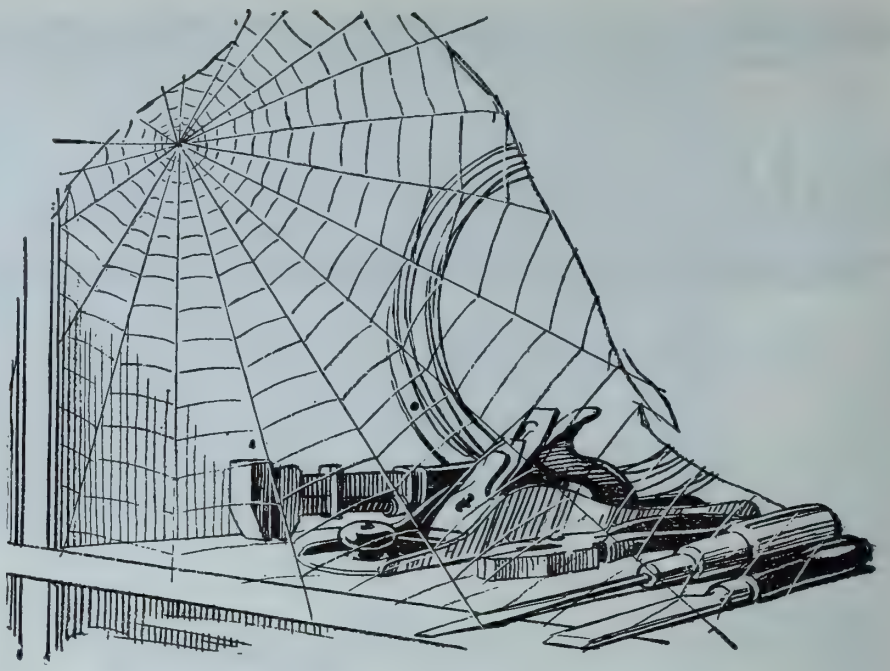
How to Read the Chart:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
BB means Gargoyle Mobiloil "BB"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	A	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc.
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc.
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton Buda Eng.)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model B-E)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (¾ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)						A	A	A	A	A
" (Model 490, G, & Lt. Del.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A	A	A	A	A	A	A
Garford (1½ & 7½ ton)	A	A	A	A						
" (2 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3½ & 5 ton)	A	A	A	A	A	A	A	A	A	A
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G M C (Model K15)			B	A						
" (Mod K16, K41, K71, K101)	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton)	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc		
Gray Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Haynes (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	A				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kissel Kar (12 cyl.)									A	A
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Koehler (Model M)	A	A	A	A	A	A	A	A		
" (Model MT)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	E	A	E	A	E	A	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Moon	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Nash	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc.
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
National (6 cyl.)	A	A	A	A	A	Arc	Arc	Arc	Arc	Arc.
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	A	A	Arc	Arc
" " All Other Models	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
R & V Knight	BB	A	B	A	B	A				
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Rolls Royce	B	A	B	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc	A	Arc	E	E	E	E
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	A	A	A	A	A	A	A	Arc
Service (Model 220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Model 15)	A	Arc								
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	A	A
White (Mods 15-45 & 20-45)	A	A								
" (16 valve)							A	A	A	A
" (3 & 5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc



Slow Movers Speeded Up With Quick Sellers—

Automobilists are constant buyers of hardware. They often need pliers, a new screw-driver, wire, chisels and other materials which are "aging" on your shelves.

Most of these automobile owners know the sign of the red Gargoyle. If they are coming to you for correct lubrication you will have many opportunities to supply their needs for tools and other merchandise.

Is your stock of Gargoyle Mobiloil helping you to move slow hardware off your shelves? It certainly will if you let people know that you sell Gargoyle Mobiloil.

Hang the Gargoyle flange sign over your store. We will gladly send it to you on request. Keep cans of Gargoyle Mobiloil constantly in your window. This will bring you many dollars of profit from oil sales—and from sales of hardware that automobile owners constantly need.

One dealer told us this: "I push Gargoyle Mobiloil all I can. People always come back for more. It has made many a new customer for me."

The red Gargoyle has brought quick profits to dealers the country over. Is the Gargoyle a business getter for you?

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and marketers of Imperial Polarine Motor Oils and marketers in Canada of Gargoyle Mobiloil.

If interested tear out this page and place with letters to be answered

DOMINION DECORATIVE WALL BURLAPS

This is the time of year when the modern Paint Department sells large quantities of Decorative Wall Burlaps. This spring there is bound to be even greater demand for these Burlap Wall coverings. Just as people need paint, wall paper, varnish, etc., just to the same extent—sometimes more so—do they need Decorative Wall Burlaps.

DOMINION Decorative Wall Burlaps make homes comfortable, make walls attractive; they are convenient to handle, easy to apply. They are of moderate cost and it is wise to meet every need. Buy half a dozen rolls—it won't take much capital—and display them with your regular paint specialties. Get in touch with your local painter and tell him how it will pay him to push this line himself, for each customer will want him to decorate with Burlap when special room color schemes are decided upon.

Rolls 30 and 60 yds. long.

Widths 30, 36, 45, 54, 60, 72, 90 in.
Shades, Oil-coated Drab, Green, White.

Add this line to your Paint Department Now! Write us for price list and other particulars including our attractive little counter card.

Dominion Oilcloth & Linoleum Co. Limited
MONTREAL

If interested tear out this page and place with letters to be answered

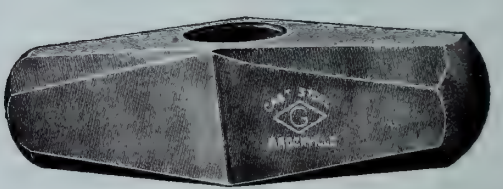
CANADA
FOUNDRIES & FORGINGS
LIMITED

THE SLEDGE PEOPLE OF CANADA

No. 46 Blacksmith Sledge

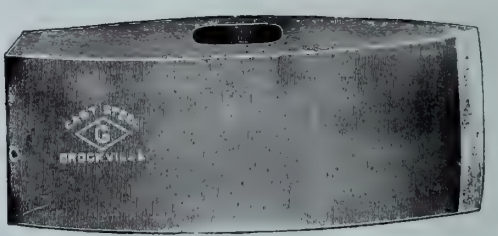
No. 37 Blacksmith Sledge

No. 37½ Blacksmith Sledge



No. 38 Striking Hammer

No. 44 Masons' Hammer



No. 43 Masons' Hammer

JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

"DURO" ALUMINUM WARE

"DURO" BRIDAL SET

SELLS ON SIGHT
Costs Dealer $8.00 Set

SPECIALLY PRICED
Sells for $12.00

Contains five of the most essential utensils:

5 qt. Tea Kettle, 2 qt. Double Boiler, 6 Cup Percolator, 3 qt. Double Lipped Sauce Pan, 12″ Round Roaster and two useful Novelties, Cake Turner and Scoop.

Arranged in a very attractive Gift Box, packed in a corrugated carton. No extra charge for Special Box. This specially priced set will become instantly popular for Wedding Gifts, Bridal Showers, Birthday Gifts and Regular Trade.

Order a shipment of sets and ask for a two column newspaper electro as illustrated above for use in your local paper.

Leading Jobbers Handle "DURO"

Made in Canada by

DURO ALUMINUM, LIMITED

Hamilton - Ontario

Representatives :

A. T. Chambers, Vancouver
A. F. Burns, Hamilton
L. T. Walls Sales, Ltd., Winnipeg
Armstrong & Paterson, St. John, N.B.

If interested tear out this page and place with letters to be answered

SOME NEW PATTERNS OF
I.XL Pocket Knives
Which You Should Have in Stock

B-3. Two Blades, Black.
B-3T. One Blade, Leather Borer.

B-35. Pearl, length 3 in.

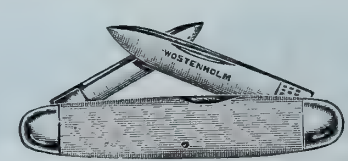
B-148. Stag, length 3¼ in.

B-4. Black, length 3½ in.
B-4½. Black, Name Plate, 3½ in.
B-6. Black, Name Plate, Iron Lined.
B-8. Black, Name Plate, Brass Lined.

B-55. Pearl, length 3⅜ in.
B-55¾. Black, length 3⅜ in.
B-54. Ivory, length 3⅜ in.
B-53½. Tortoiseshell, length 3⅜ in.
B-53. Stag, length 3⅜ in.
B-54½. Imitation Pearl, length 3⅜ in.

B-34¾. Stag, length 2¾ in.
B-39. Black, length 2¾ in.
B-39½. Tortoiseshell, length 2¾ in.
B-31½. Ivory, length 2¾ in.
B-31¾. Pearl, length 2¾ in.

B-46½. Black, length 3⅜ in.
B-46. Ivory, length 3⅜ in.
B-45¾. Tortoiseshell, length 3⅜ in.
B-45½. Imitation Pearl.
B-45. Stag.
B-103. Pearl.
B-52. Crossoar.



B-153. Ivory, length 3¼ in.
B-149. Pearl, length 3¼ in.
B-150. Tortoiseshell, length 3¼ in.
B-148. Stag, length 3¼ in.
B-147. Black, length 3¼ in.

B-62½. Spear and Clip, Stag, length 3⅝ in.
B-62¾. Clip and Long Constrator, Stag, length 3⅝ in.

B-10. Black, Brass Lined, length 3⅝ in.
B-10½. Black, Iron Lined, length 3⅝ in.

B-37¾. Tortoise, length 3 in.
B-37F. Black, length 3 in.
B-37X. Ivory, length 3 in.
B-37½. Imitation Pearl, length 3 in.
B-36½. Stag, length 3 in.
B-37. Pearl.

B-155. Stag, length 3⅝ in. Strong Spear and two Pen Blades.

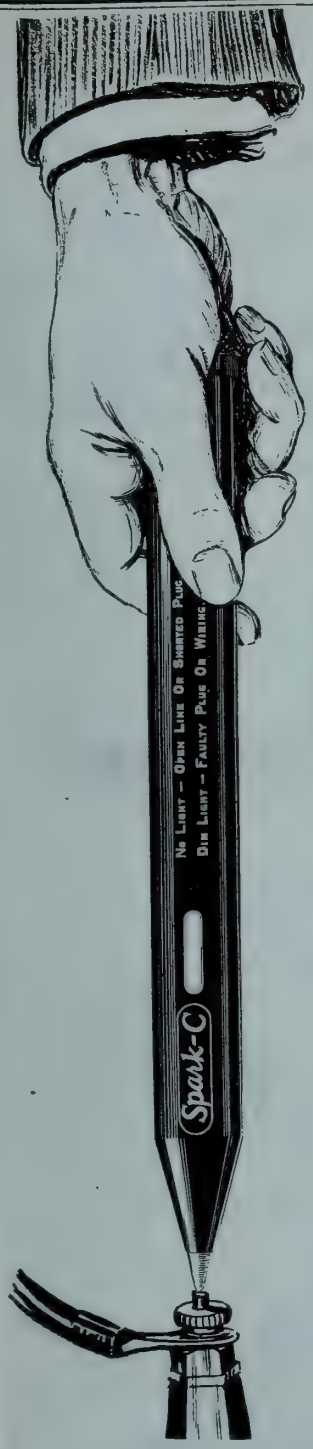
Stocked By All Leading Jobbing Houses

MANUFACTURED BY

GEO. WOSTENHOLM & SON, Ltd.

SHEFFIELD - - ENGLAND

A. MACFARLANE & CO., LTD., Montreal, Canadian Representatives.



Spark-C

Ignition Tester

Does your car make a hill of a level road? It does if the ignition system is faulty.

This is the question we are asking every car owner. Motorists everywhere are answering by buying "Spark-C" Ignition Testers.

The sales possibilities in "Spark-C" are almost unlimited. Every user of an internal combustion engine has real need for "Spark-C" Ignition Tester. For "Spark-C" is the only sure way to test ignition.

Consider the number of cars, motor boats, tractors and stationary gas engines right around you. Then you know what you can do with "Spark-C." Few articles compare with "Spark-C" Ignition Testers for quick turnover and high percentage of profits.

Let your jobber supply you to-day.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.

MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Nova Scotia Bldg.

REPAIR SHOPS
VANCOUVER
1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

W
Spark-C

Westinghouse

If interested tear out this page and place with letters to be answered

This is the 4-burner stove with cabinet. New Perfection Oil Cook Stoves come in 2, 3, 4 and 5-burner sizes, with or without cabinet. There is also a New Perfection Range with built-on oven.

Electrical Appliances
Sani-Can
Perfection Oil Heaters
New Perfection Water Heaters
New Perfection Ovens
New Perfection Cabinets
New Perfection Cook Stoves

All Year 'Round, Of Course!

TRUE, the best season for selling oil cook stoves is approaching, but you are not getting all the New Perfection business possible if you limit your efforts to this one season of the year. Always keep your New Perfection Oil Cook Stoves well to the front; they sell well **all year 'round.**

Yes, the New Perfection Oil Cook Stove is decidedly an all-season cook stove. Wherever there is food to be cooked—meat, vegetables, bread, cakes or pies—the New Perfection will do it with the greatest satisfaction and economy. Over 4,000,000 satisfied users endorse this statement and point the way to the immense business in which you should share.

New Perfection Oil Cook Stoves offer ample oil cooking facilities to even the largest family. See that every New Perfection in your district has a New Perfection Cabinet and Oven. Carry a complete line of repair parts and wicks, for New Perfection service is essential to New Perfection satisfaction—the fuller your service the bigger your business.

New Perfection Water Heaters, Perfection Oil Heaters and Sani-Cans are equally attractive lines. If you are not carrying the complete Perfection line, you will be interested in our dealer proposition. The Perfection line is a real profit maker.

PERFECTION STOVE COMPANY LIMITED

Home Office and Factory
SARNIA - - ONTARIO

MONTREAL WINNIPEG

NEW PERFECTION

Made in Canada

Oil Cook Stoves and Ovens

If interested tear out this page and place with letters to be answered

SCREWS

WOOD & MACHINE SCREWS

For Every Requirement

Iron, Steel, Copper, Brass and Bronze. Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON, MONTREAL

If interested tear out this page and place with letters to be answered

The Story of Rope—

The most interesting industrial film ever made, that's what many have said about the "Story of Rope."

Native scenes in the Philippine Jungles, the growing plants, their transformation into fiber, the making of rope and of binder twine.

You are carried from the tropics through the interior of great factories and to the Canadian wheat fields by this intensely interesting film, now available in regular standard or theater prints for circulation in Canada.

Jobbers and dealers may secure the use of this film free for their local picture theater, salesmen's conventions, customers' get-togethers. Footage 3000 feet; program 1 hour.

Ask the Independent Cordage Company, Toronto, Ontario, for folder showing how this film is being used elsewhere.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited

TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered.

Now is the Time to Sell Lawn Mowers

The grass is responding to Nature's call and soon will be heard the whirr of busy mowers. In keeping with the season we are running a series of advertisements in the leading papers, thus creating inquiries for you, and a demand for

TAYLOR-FORBES
LAWN MOWERS
"the world's best"

SEND A POST CARD FOR THIS ATTRACTIVE DISPLAY CARD

We will gladly furnish catalogue of Hand Machines —Horse Mowers — and Power Machines, also beautiful display color card for window or counter display. Suppose you write now.

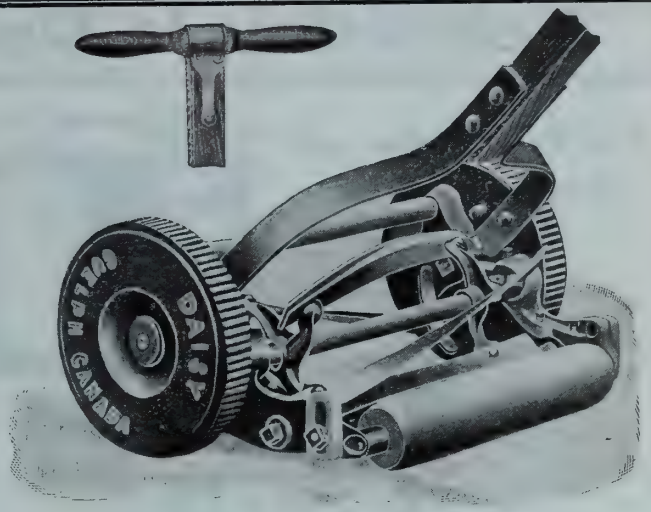
Your Jobbers Can Supply You, If Not Write Us Direct

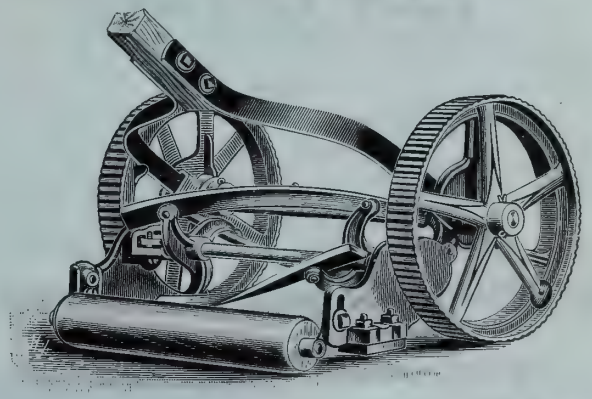
TAYLOR-FORBES
COMPANY - - - - LIMITED

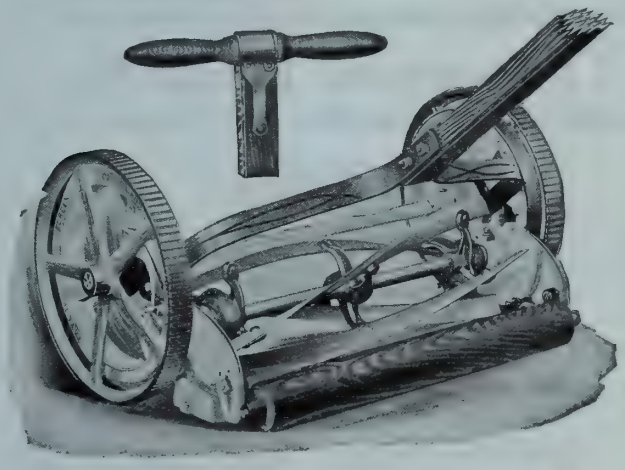
Head Office and Works:

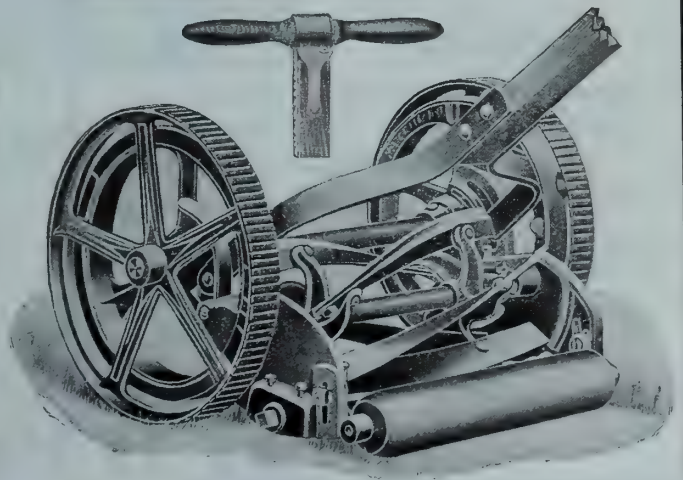
GUELPH - - ONTARIO

Toronto	Montreal	Vancouver
Quebec	St. John	Halifax
Winnipeg	Regina	Calgary







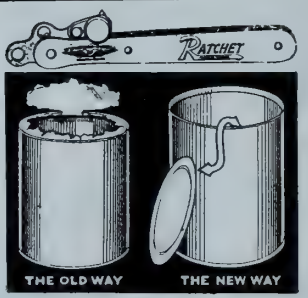


If interested tear out this page and place with letters to be answered

Yesterday Is Dead—FORGET IT!

"A Great Seller and certainly fills a long felt Want"

is what the Trade is saying of the



RATCHET
PATENTED NOV. 16, 1920
CAN OPENER

and

We know
We tell you
You try it
You'll tell the world
"It's the ONLY can opener"

STEPHENSON-RUSSELL LIMITED
The "Homeware" People
WINNIPEG - CANADA

Steel Wool

Headquarters

—QUALITY—

—PRICE—

—SERVICE—

Jobbers—*Write Us*

STEPHENSON-RUSSELL LIMITED
The "Homeware" People
WINNIPEG - CANADA

To-morrow Does Not Exist—DON'T WORRY!

"Homeware"
Flour Sifters

Sturdy—fewer parts.
No solder.
One piece rotor.
The right size.
The right appearance.
The right package.
and
The right price.

Jobbers—You are losing money on a staple line unless you handle the "Homeware"

Write for samples and prices to-day!

STEPHENSON-RUSSELL LIMITED
The "Homeware" People
WINNIPEG - CANADA

Made in any voltage. Three heats. Eight types.

"Homeware"
GUARANTEED
Electric Stoves

Thousands in Use Throughout Canada

The most satisfactory little stove on the market. Patented Cast Top, suitable for toasting, boiling, heating, etc. Approved by Ontario Hydro-Electric, Winnipeg Hydro and large jobbers and dealers. Will pass all Provincial Regulations. The patented features make it impossible for other manufacturers to compete in price. Order samples if you are not already stocking this line.

Do it Now!

STEPHENSON-RUSSELL LIMITED
The "Homeware" People
WINNIPEG - CANADA

To-day Is Here—USE IT!

If interested tear out this page and place with letters to be answered

RITEWAY

The Riteway Garage Door Outfits are the kind you like to recommend. You sell them, knowing that the buyer is going to be pleased with the service they will give.

Riteway Sets are correctly packed

Riteway garage door sets are packed — one complete set in a box. All parts and screws necessary for erecting are included.

Riteway Sets are easily sold

The car-owner is looking for just such equipment for his garage. This season he will ask you for the Riteway by name. Be ready to deliver.

N. SLATER COMPANY, Limited

HAMILTON, ONTARIO

N. J. Dineen, Winnipeg, Man.
A. T. Chambers, Vancouver, B.C.

T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Que.

SB

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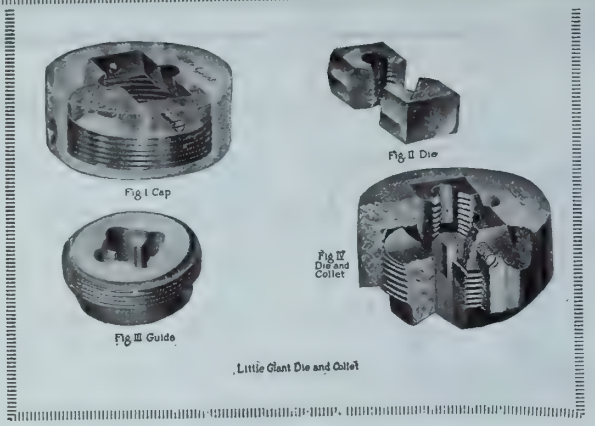
Little Giant



Little Giant Die and Collet

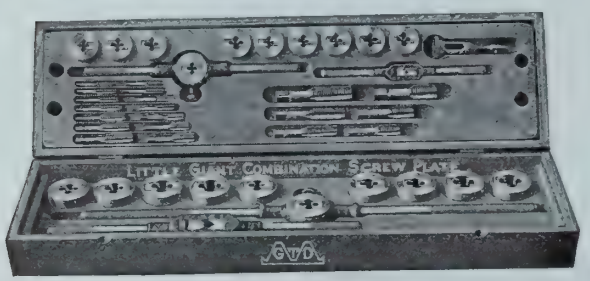
Screw Plates

Regiments of Repairmen "Fix it" with GTD tools

By fifty years of real service to the metal-working industries GTD has won a place of honor at the side of the *Man who makes things*, and the *Man who Fixes things*.

And we are proud especially of our service to the repair man, the *Man who Fixes things*, typified by the GTD "Little Giant" Combination Screw Plate shown herewith. Probably no thread cutting outfit has ever had wider distribution in every corner of the world than the "Little Giant."

We want to tell you more about GTD tools. Write for descriptive literature.



This is the "threading tool chest" that every repairman ought to have. Dies are adjustable to loose or tight fit, and are reversible in the collet.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U. S. PLANT: Greenfield Tap & Die Corporation of Greenfield, Mass., U.S.A. London Office, 139 Queen Victoria Street, London, E.C. 4.

REG. U.S. PAT. OFF. GTD

GTD Screw Plates, Taps, Dies, Reamers, Gauges, Pipe Wrenches

A Proven Salesman Will Work Free For You!

This case is an excellent salesman. Just put it in a conspicuous place and it will pay over money for you. It sells Blue Nose Oak Sole Leather Strips, in special lengths, to cut without waste for economical people who like to mend their own shoes.

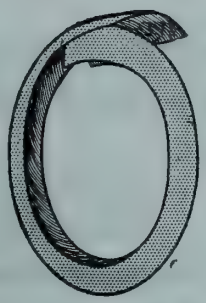
It not only makes sales because of the attractive display, but because the prices for sole leather are very low for the quality. Blue Nose Oak Sole Leather Strips are cut from the choicest part of the best packer steer hides, slow cured in the good, old-fashioned way. This money-making cabinet is free — you pay only for the Blue Nose Oak Sole Leather Strips it contains.

Order it now—from your jobber. If your jobber does not already handle this line mail your order direct to us, specifying your jobber's name.

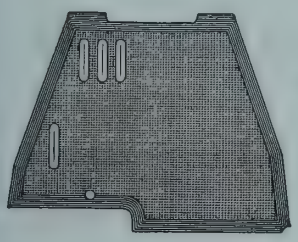
The Logan Tanneries, Limited
Lyon's Brook, Nova Scotia

If interested tear out this page and place with letters to be answered

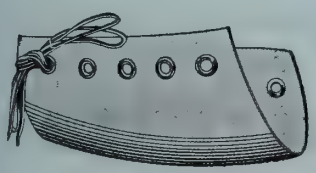
Accessories That Sell



Reliners



Windproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

The "GUTTA PERCHA" Kind

Gutta Percha Reliners
are favorites in the kits of "wise" motorists. They head off the blow-outs. When an old casing is about to go, these handy Gutta Percha Reliners save the day. Caution your customers not to use them in a **new** casing; they're not meant for that.

Windproof Mats (for Fords)
All that heat from the engine, and dust from below, is stopped by these patented Mats. They enjoy good, year-round sales because they definitely fill an existing need for your motoring customers.

Lace-on Boots
Show them these! They prevent that sickening feeling the motorist has, when, miles from home, he finds a soft spot in a casing. They're handy to slip on, and perfectly effective.

Sealtite Patches
repair punctures while you wait only a very, very short time. It adds comfort to a motor trip to know that Sealtite Patches are in the car ready for use in tube repairs. They sell just like they mend punctures—quickly!

"Quality All Through"

Gutta Percha & Rubber, Limited

Head Office and Factory, Toronto

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)
Diamond King (glass) **Western King (enamel)**
Pony (small size)

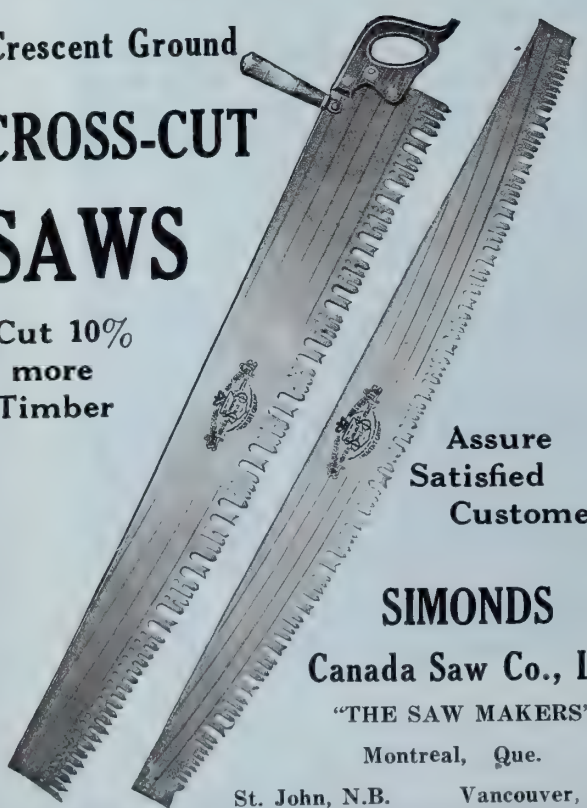
Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket **Ontario**

SIMONDS

Crescent Ground
CROSS-CUT SAWS

Cut 10% more Timber



Assure Satisfied Customers

SIMONDS
Canada Saw Co., Ltd.
"THE SAW MAKERS"
Montreal, Que.
St. John, N.B. Vancouver, B.C.

To Increase Sales

Carry the goods people see advertised and will ask for, even if you only buy a few and **reorder by Long Distance.**

The big city stores understand the value of displaying novelties to attract trade. Take a leaf out of their book. You "Use the Bell to Sell"—Use it to Buy, and reorder. It pays.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA
LOCAL LONG DISTANCE TELEPHONE

If interested tear out this page and place with letters to be answered.

These Brands Bring Business

The stocking of standard "known" brands brings more people to your store than do cut rates and bargains.

Our five brands of files, recognized as standard by file users, will bring you a desirable class of custom.

Files cannot be re-sharpened, and every buyer, having got full use from his purchase, will return to buy more files—and probably other things.

Large stocks are unnecessary, as your jobber will supply you promptly with any of these brands:

Kearney & Foot

Great Western

American

Arcade

Globe

FILES—RASPS

Made in Canada by

Nicholson File Company

PORT HOPE ONTARIO

TRADE **FRAIM** MARK

40 Years of Lock Making

Fraim Padlocks and Night Latches of today are the achievement of forty years of persistent effort and development. The Fraim line was never so complete and diversified as now.

Below is a Fraim Padlock that will find ready sale. It should be in the stock of every energetic dealer.

No. 123, Full Size

The Trustworthy 50c. Padlock

Made of extra heavy gauge steel with six secure levers. A patented "Protector" piece prevents "rapping" open. Furnished in the following finishes:

No. 123—Brass Plated
No. G123—Electro Galvanized
No. 124—Black Japanned
No. 125—All Brass Metal

These locks are equipped with double bitted barrel keys, but may be had with flat steel keys if desired.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Order from your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
LANCASTER, PENNA., U.S.A.

COHOON & PUGH 11 St. Sacrament St., Montreal
A. E. HANNA 218 Portage Avenue, Winnipeg

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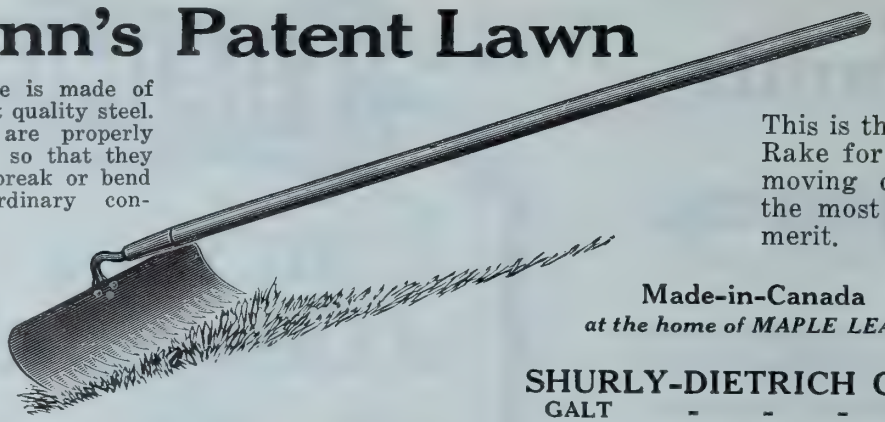
Dunn's Patent Lawn Rake

The blade is made of the finest quality steel. Teeth are properly tempered so that they will not break or bend under ordinary conditions.



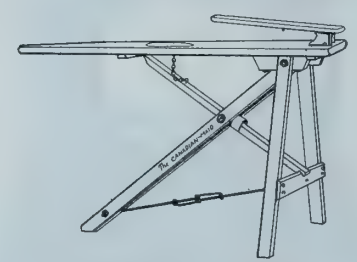
This is the latest Improved Lawn Rake for cleaning lawns and removing dandelions. A trial is the most convincing proof of its merit.

Made-in-Canada
at the home of MAPLE LEAF SAWS

SHURLY-DIETRICH CO., LTD.
GALT - - - ONTARIO

EVERETT MFG. CO. LTD. — Everett's CANADIAN MAID WOODEN WARE PRODUCTS — SAULT STE. MARIE CANADA

The "Canadian Maid"



Patented Oct., 1920.

is the very latest thing in the way of an Ironing Table.

It is firm as a rock.

Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three inches of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

Send us your order and if not absolutely satisfied return the goods.

Write today for prices and descriptive literature.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

Mechanics Hammers

Good Mechanics Use Good Tools

NONE {BRADES} EXCEL

Faces specially hardened to avoid chipping. Eyes soft, avoiding cracked eyes.

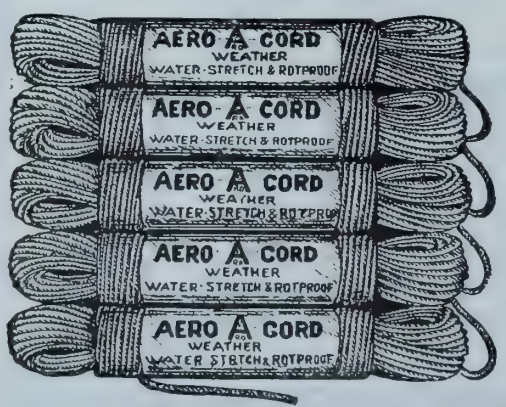
Extra grade Hickory Handles.

Well balanced heads.

Each hammer examined and tested before being passed.

William Hunt & Sons, The Brades Ltd.
Birmingham, England

Grant-Chater, Ltd., 926 Traders Bank Bldg., Toronto



Your trade is entitled to the best article procurable for a given purpose, price being equal.

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED
LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

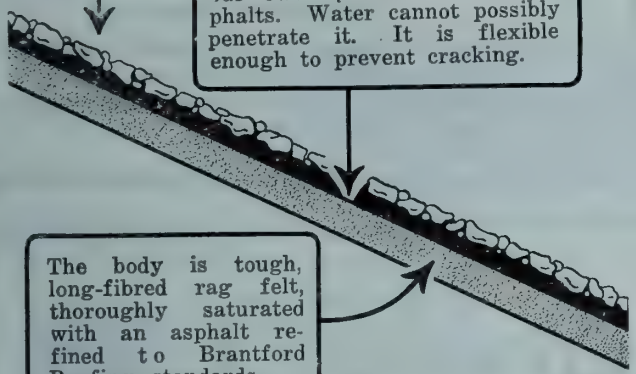
If interested tear out this page and place with letters to be answered

How Brantford Asphalt Slates

Are Waterproofed and Armor-plated

Crushed slate in its natural colors (dark red or green) is deeply embedded into and encrusted on the weather surface. This makes it wearproof.

A heavy waterproof coating of our own special blend of asphalts. Water cannot possibly penetrate it. It is flexible enough to prevent cracking.



The body is tough, long-fibred rag felt, thoroughly saturated with an asphalt refined to Brantford Roofing standards.

They will not crack They will not curl

Brantford Asphalt Slates are distributed under Brantford Roofing trade marks, through Brantford Roofing dealers. Stock carried, information furnished, service rendered by our dealer in your district.

Write for our Booklet, "Permanent Roofing Satisfaction." Mailed free to responsible parties.

BRANTFORD ROOFING CO., Limited

Head Office and Factory, BRANTFORD, CANADA

Branches at: Toronto, Montreal, Winnipeg, Halifax

Black Diamond Files

for preference

Fine temper, durability and sharpness of cut have made Black Diamond Files the favorites of skilled mechanics and of all men who do filing. They give dependable results.

G. & H. BARNETT Co.

1078 FRANKFORD AVENUE

PHILADELPHIA, PA., U.S.A.

Owned and Operated by

NICHOLSON FILE COMPANY

PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered

Go on With A Twist

Sell With a Bang

—And Mr. Dealer

You can make good profits on **Mendets** because—

1. They are in constant demand.
2. They cost little.
3. They take small space.

Don't miss out on this good one

Order From Your Jobber

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

Christopher Johnson & Co.

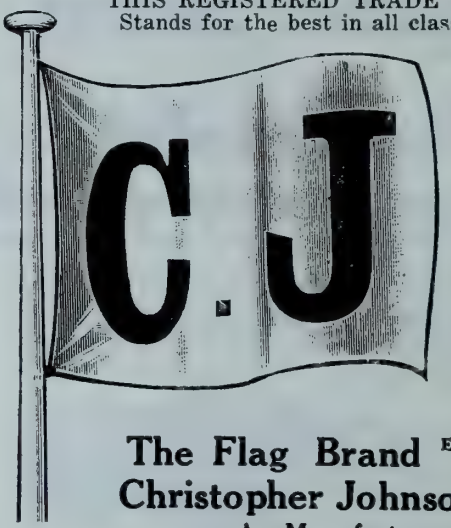
Cutlery Manufacturers

WESTERN WORKS:
Sheffield - - - England

Cables: Johnson, Sheffield.

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

THIS REGISTERED TRADE MARK
Stands for the best in all classes of



CUTLERY

Quality!

Reliability!

Finish!

The Flag Brand Established 1836
Christopher Johnson & Co.
Are Manufacturers of

HIGH GRADE Table Cutlery, Pocket and Pen Knives, Scissors and Razors. Spoons and Forks and All Classes of Electro Plated Ware.

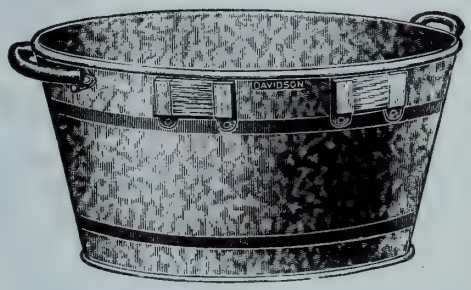
Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

Galvanized Pails and Wash Tubs

We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures the superiority and durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.
The Davidson trade mark denotes quality.



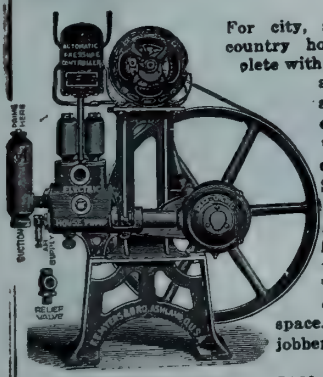
The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal **Established 1860**

Branches : Toronto Winnipeg Calgary Vancouver

DAVIDSON

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

WHY

Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last twenty years.

And compare favorably in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜ x ½
Elastic Limit, per sq. in....	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mill Co.

LIMITED
LONDON, CANADA

Order NOW or Drop us a line for full particulars and prices

Sales Agents, Western Canada: Bissett & Webb, Ltd., Winnipeg.

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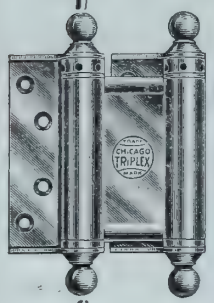
Send For Catalog M36



TRADE **CHICAGO** MARK

SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.

You can safely stake your reputation on its quality and performance. It swings doors faultlessly. Thousands in use.

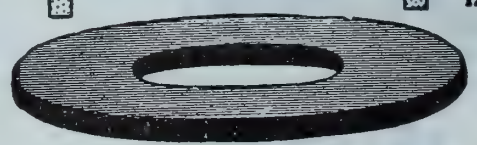
Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Chicago Spring Butt Company.
CHICAGO NEW YORK

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

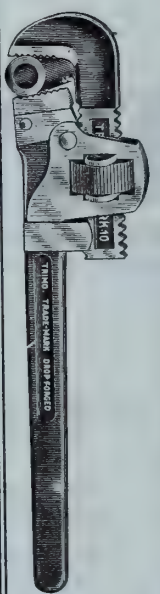
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,

Have established and maintained their reputation, for superiority, against all Competitors, from

THE YEAR SEVENTEEN HUNDRED & FIFTY,

and are still in increasing demand. As in the past, it is the unalterable

DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.

WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
F. G. Maxwell & Co., 707 Union Trust Buildings, Winnipeg, Manitoba.

AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

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Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

159 330 370 2 399 366

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL
Electro Department
143-153 University Avenue
TORONTO, CAN.

Sell Starrett Tapes

Show'em These Figures

The placing of foot figures beside the larger inch figures enables the user of Starrett Steel Tapes to instantly read measurements—complete, in feet and inches—at any point on the tape. And every figure and graduation is marked steel-bright against the black surface of the tape.

In every detail that makes for accuracy, convenience and durability Starrett Steel Tapes lead in practical advantages and selling features.

Have you copies of the Starrett Catalog No. 22 "M A" and special Supplement describing and illustrating new Starrett Tools?

The L. S. STARRETT CO.
The World's Greatest Toolmakers
MANUFACTURERS OF HACKSAWS UNEXCELLED
Athol, Mass.

Sell Starrett Tools

42-311

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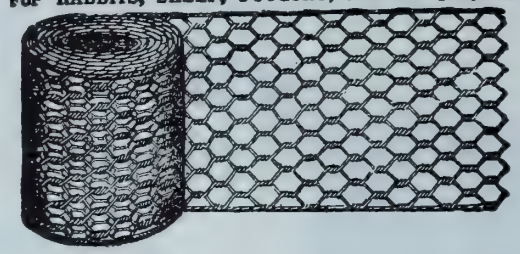
GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

PREMAX
Steel Tent Pins
Time to Buy Now

The Season for camping equipment is here.

Steel Tent Pins are light, convenient and economical. Every year brings a wider use and greater demand for Premax Steel Tent Pins.

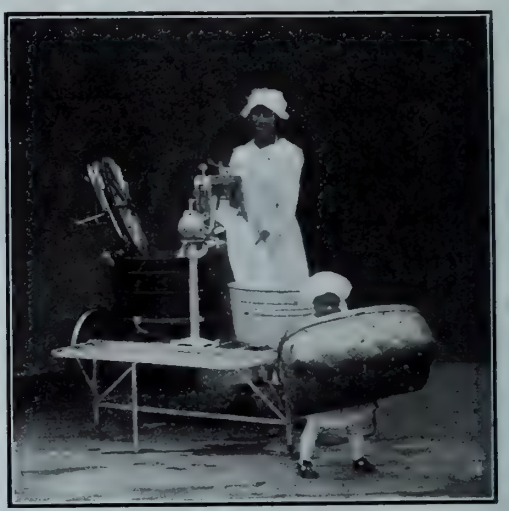
Place your orders now at new low prices.

Niagara Metal Stamping Corporation
Division M Niagara Falls, N. Y.

CANADIAN REPRESENTATIVES

Western Canada:
D. A. McDONALD,
141 Bannatyne Ave.,
Winnipeg, Man.

Eastern Canada:
R. R. LABELLE,
P.O. Box 1528,
Montreal, Que.



Simplicity with Efficiency
—and the right price
THE LIBERTY WASHER

You can certainly sell the Liberty; it's so rich in selling points. A four-position, swing, power wringer with an automatic safety release. The tub is genuine cedar, the stand is steel with room for an extra tub. The Liberty is an oscillating tub, disc-type platform washer; simple, reliable and effective. Costs only about 2 cents an hour to wash clothes with a Liberty!

Write us to-day for prices and details.

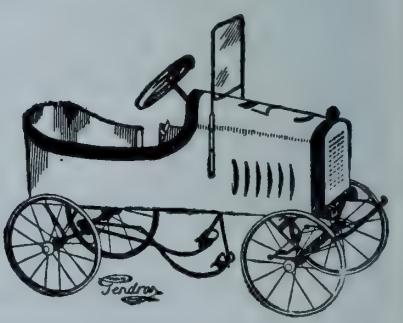
A. R. LUNDY
257 King St., W., Toronto

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO LTD. Toronto, Canada

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Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

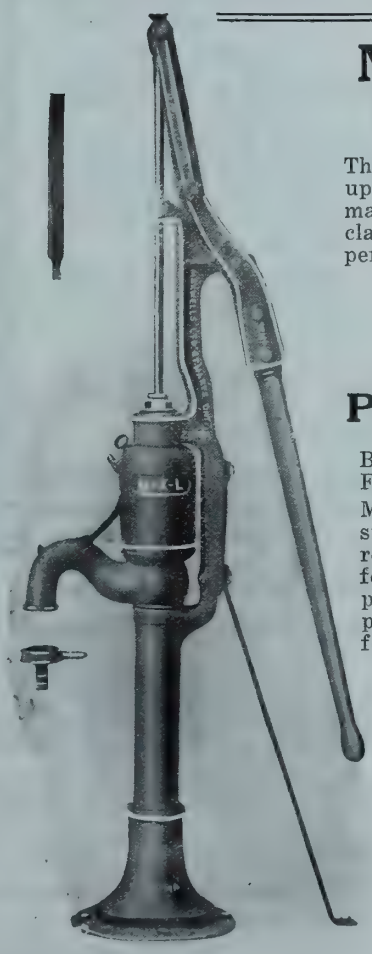
All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.



M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A

PRODUCT

Built for Home and Farm Service.

Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives:

Bissett & Webb
126 Lombard St., Winnipeg

Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

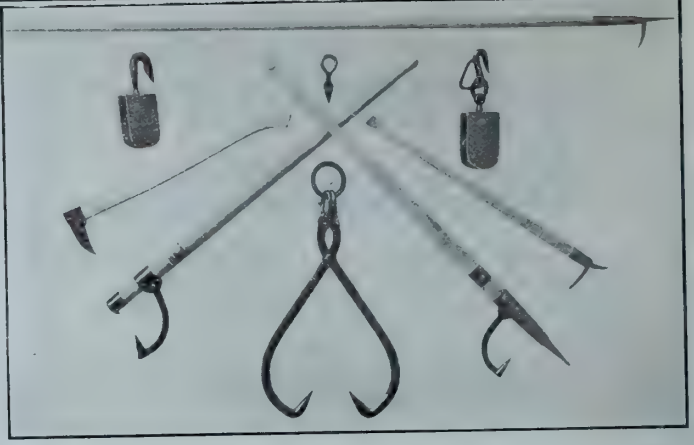
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



"JARDINE"

Horseshoeing Foot Vise and Boltheader

Made in Canada

The Foot Vise has tempered, crucible steel anvil, bevelled at one end, square at the other, for square and bevelled calks. The back jaw is self-adjusting to the back of shoe. Jaw 6" wide.

For Bolt Heading

Pressure on the treadle operates a short, stiff arm (not shown in illustration) opposite the pivot of the swinging side of machine. This closes the dies of Bolt Header as firmly as a vise. When pressure is removed from treadle the bolt is free to be taken out to square the head while hot.

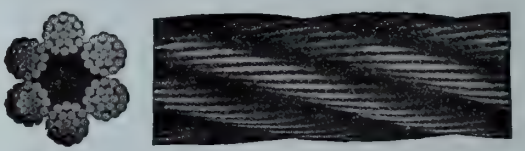
We make a full line of Blacksmith's Tools. Why not send for catalogue No. 18.

REGISTERED J TRADE MARK

A. B. Jardine & Co., Ltd.

HESPELER, ONT.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

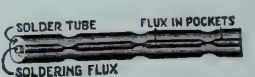
CANADA WIRE & IRON GOODS CO.

HAMILTON

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
4225 Wrightwood Ave., Chicago, U.S.A.

"EVERLASTING"

Veneer Toilet Seat—Strong, Clean, Hygienic

7- and 9-ply, air-seasoned wood veneer, held together by our special wood cement. This cement is proof against heat, cold or dampness. The veneering is distributed according to the strain and wear required of the different parts. The Everlasting Seat will never crack, warp or split.

We also manufacture five staple lines of Veneer Chair Seats, round-cornered, and durably finished in coach varnish.

Ask for our English-French-Spanish-English Catalogue.

Canadian Veneering Company, Incorporated

ACTON VALE, QUE.

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Rose Sprinkler

The "Magic" Nozzle

Sunshine Sprinkler

The Ring Sprinkler

HOSE GOODS

that are highly satisfactory in service, and which pay you a good profit on every turnover.

Now is the time to size up your requirements, for with these warmer days a great deal of interest is bound to be centered on the care of the lawn and the garden.

Display these goods prominently. They will attract trade to your store.

Goods illustrated are only a small portion of our line. We can supply your complete requirements in rubber hose, hose couplings, clamps, menders, washers, nipples, bushings, reducers and sprinklers. Also hose reels and racks of all descriptions.

The James Morrison Brass Mfg. Co., Limited

Engineers' and Plumbers' Supplies

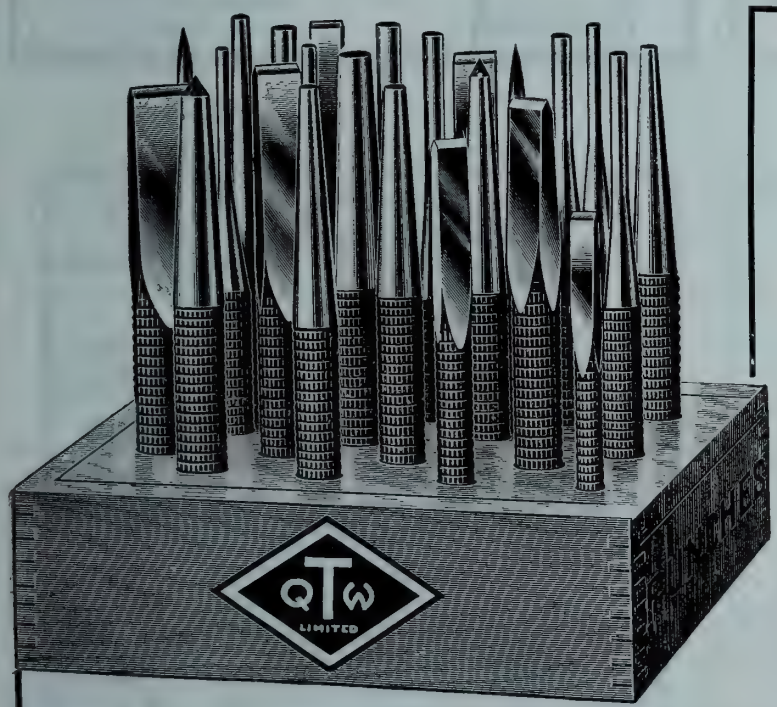
93-97 Adelaide St., W. - TORONTO

Rink Sprinkler

This nozzle is constructed to throw a flat or fan shaped stream which distributes the water, evenly and is very serviceable for sprinkling lawns as well as rinks.

Hose Coupling

Pluvius Sprinkler



Sell Them by the Set

It isn't hard. Every mechanic needs the entire set in his work, and it resolves itself into selling him once or 24 times.

Bring out the value of the case—its use in keeping the tools in order and more at hand, preventing loss, etc.

Try It.

QUALITY TOOL WORKS LIMITED

SELLING REPRESENTATIVES:

Ontario
A. J. DUGGAN LTD.
TORONTO

Western Provinces
S. H. WHYTE MFG. CO.
WINNIPEG

Maritime Provinces
RICHARDSON-BUREAU
MONTREAL

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OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

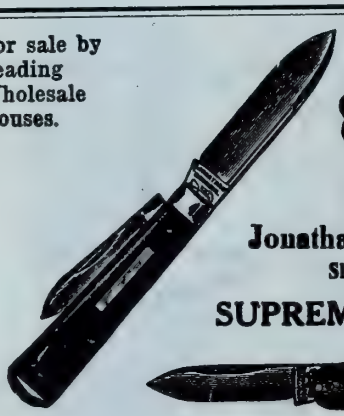
ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

OAKEY'S "WELLINGTON" KNIFE POLISH

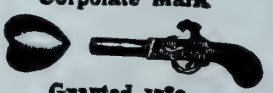
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

The Lawns Will Soon be Green

Spring is at hand and the thoughts of your customers are already turning to the outdoor season.
Book your orders now for Stratford Lawn Swings, Garden Seats, Folding and Camp Chairs, etc.

Write for Catalogue D.

The Stratford Manufacturing Company Ltd.
Stratford, Ontario

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

No. 9990

'COCK KNIFE'

Corporate Trade Mark
Granted 1772

Rawson Brothers
SHEFFIELD, ENG.
Manufacturers of Celebrated "COCK" Brand Cutlery
Agents: C. C. CRAIG CO.
281 McDermott Ave. - WINNIPEG
Stocks Always on Hand

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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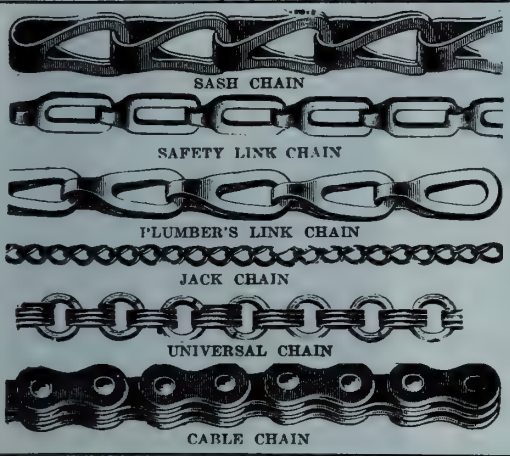
ARROW HEAD HAND SAWS

No. 1
Arrow Head
Hand Saw.
Vanadium
Steel Blade

A tool of
utility and
beauty.
Fully
guaranteed

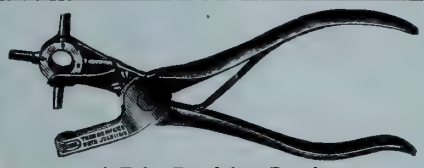
If your trade is demanding genuine **MADE IN CANADA** Tools, Arrow Head Saws will fill this requirement.
You will find Arrow Head Saws the satisfactory kind to sell. **Our new Catalogue will be mailed for the asking.**

T. F. SHURLY CO., Limited, St. Catharines, Ontario



SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS



4 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY

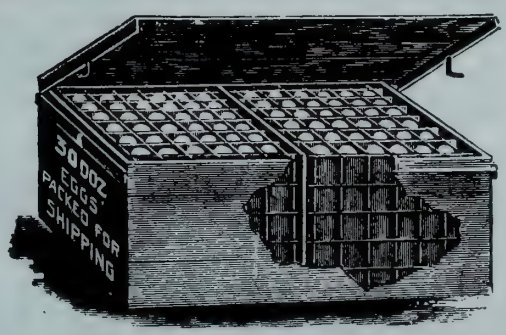
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

You Should Increase Your Egg Filler Business



Always recommend fresh fillers be used for every shipment—it's the only way your customers can be sure the eggs will reach the market in proper condition.

Used fillers absorb the odor given off by new-laid eggs—and egg shells are porous, susceptible to surrounding odors. Eggs shipped in used fillers become tainted—can't help but be.

You owe it to your customers—and the public—to see that they use fresh fillers in every shipment.

THE MILLER BROS. CO., LIMITED
MONTREAL

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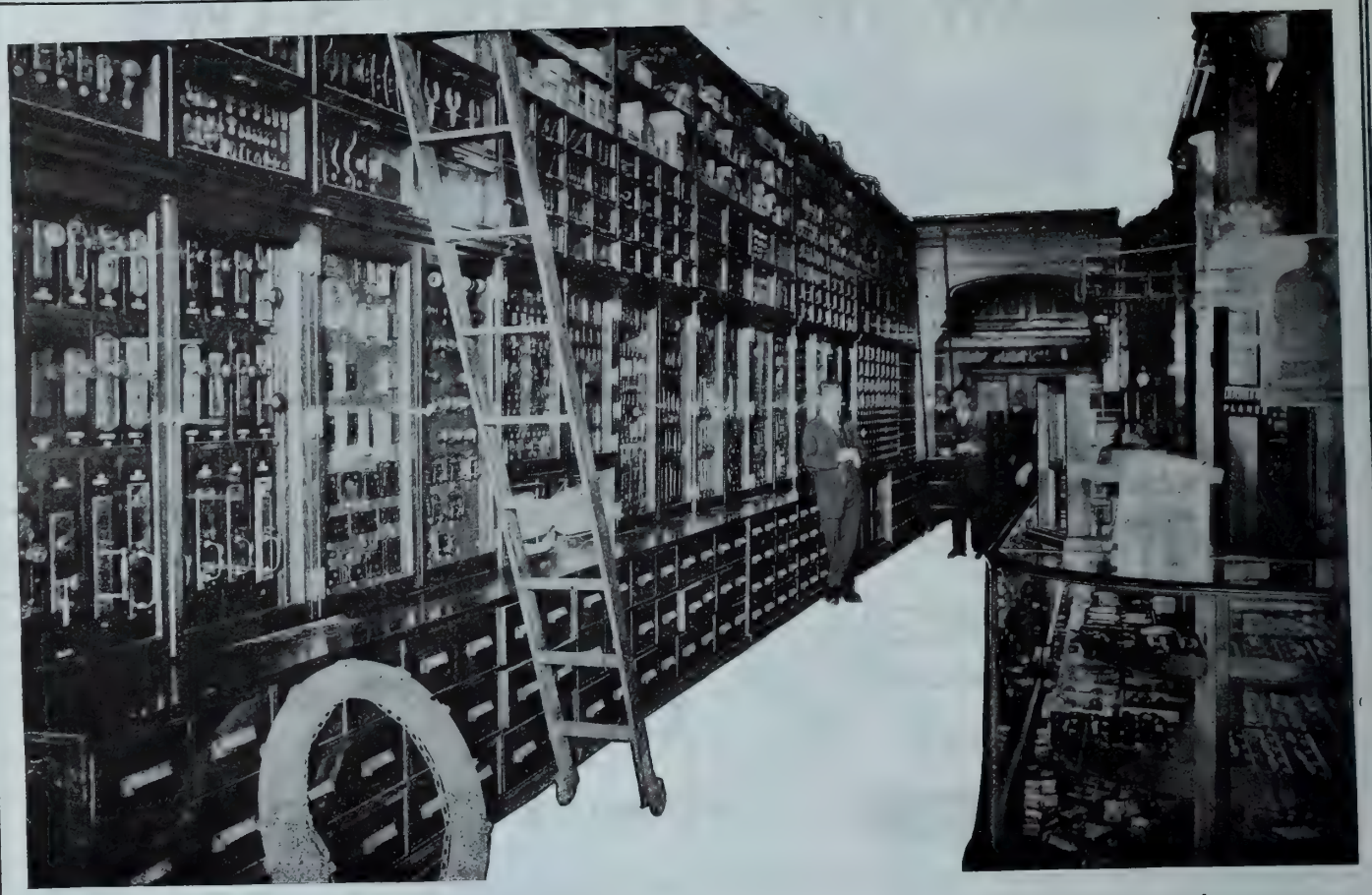

One of the 4000 hardware institutions in Canada where Hardware & Metal is read every week

Significant Features

THE goods which are featured most in Canadian hardware window displays are goods which are advertised regularly in Hardware and Metal. We have proof of this.

The goods which are featured most in the advertisements of retailers in their local newspapers are goods which are advertised regularly in Hardware and Metal. We have proof of this.

Go into a list of hardware stores in any province in Canada and ask the proprietor, or any of the senior salesmen, to name six or more of the best known firms whose goods are sold through the Canadian hardware trade. They will invariably name firms whose advertisements have been appearing regularly for years in Hardware and Metal. We have tried this experiment successfully in all parts of Canada.

Pick out a list of 100 hardware firms in any part of Canada. Ask them which paper they read for business information. We are always willing to let the hardware trade of Canada act as judges in a test of this kind. This test has been successfully tried out many times.

There is only one hardware paper in Canada that gives weekly market services from Montreal, Toronto, London, Winnipeg, Pittsburgh. There is only one hardware paper in Canada that has had its circulation audited by the Audit Bureau of Circulations. That paper is Hardware and Metal.

Hardware and Metal

"Canada's National Hardware Weekly"

143-153 University Avenue - **Toronto, Canada**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.**
2—Uses about one-tenth of the oil used by any competing machine. saving in oil alone soon pays price of machine.
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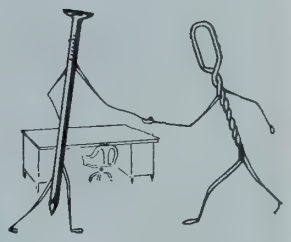
LAIDLAW WIRE BOYS

Their Chat No. 27



"Say, B. T., what happened to that chap that showed us all the complaints he had received on that shipment of nails?"

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Limited
New Glasgow, N.S.

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Class "A"

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2 No. 300 Billmont Socket Sets.
2 No. 310 Billmont Socket Sets.
2 No. 400 Billmont Motorists' Kits.
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6 No. 1 Billmont Master Wrench Sets.
2 No. 0 Billmont Master Wrenches.
2 No. 2 Billmont Junior Wrenches.
2 No. 8 Billmont Ratchet Wrenches.
2 No. 9 Billmont 6 inch Extension.
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV APRIL 29, 1922 No. 17

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, APRIL 29, 1922. No. 17

"Survival of the Fittest in Sale of Electrical Goods"

—Says Official of Electrical Supply Manufacturers' Association

THE MUCH mooted question of eliminating hardware stores from the sale of electrical supplies has again undergone its periodic discussion at the hands of one branch of the Electrical Supply Manufacturers Association and the hardware trade has magnanimously been accorded a new lease of life. At least this is how certain electrical dealers would have one believe. The truth of the matter is that the question has now apparently sunk to such small proportions in importance that it was accorded less than usual mention at the gathering of the heating branch of the Electric Supply Manufacturers Association in Ottawa a few days ago.

Eleminating hardware store competition has always been the distant and hazy but much desired goal of electrical contractor dealers and much unnecessary stress has been laid by them upon the value of service and other such elements, in their petitions to manufacturers and supply houses to grant them an exclusive channel for the distribution of electrical supplies. To the hardwareman such a situation has always seemed mythical because the hardware store always has, is now and will continue to be a most important channel of distribution for electrical requirements. If the question of service and other elements raised by electrical contractor dealers were so important, the customer would be the first to realize it and direct his buying accordingly. It is difficult to imagine why these electrical dealers would have to appeal to manufacturers and supply houses to protect them when they have such "important" arguments for desiring exclusion in the sale of electrical goods.

The question has been discussed at electrical dealers conventions for years and will probably continue to be discussed and haggled over (while hardware merchants are doing the selling). It is doubtful if any definite decision will be arrived at, because the electrical contractor dealers have yet a long way to go before they can show the manufacturers and supply firms any good and substantial reason why the latter should not seek an outlet for their product through the hardware trade. This latter sentiment has been openly expressed to Hardware and Metal by one of the officials of the Electrical Supply Manufacturers Association. This same official pointed out that the relation of the hardware trade in selling electrical equipment was a subject on which there was now much division of opinion among manufacturers and supply firms. They now realized that it was a question of the survival of the fittest as between electrical dealer contractors and hardware merchants. He admitted that the severe competition of hardware merchants was one of the chief reasons why electrical dealers were wanting the elimination of hardware merchants in the sale of this line, and he expressed the opinion that the better merchandising ability of hardware merchants was at the root of their success in selling electrical goods.

"The hardware merchants are top notchers in merchandising," said this official, "and no action will be taken along the line desired by electrical contractor dealers until they can show the manufacturers that they are in the same class in merchandising ability, by fixing up their showrooms, display windows, etc. It will now be a question of the survival of the fittest."

It is a question if many electrical goods manufacturers have given much support to the sentiments expressed, but so numerous have become the petty gibes at the hardware trade, mostly from irresponsible parties, that a definite statement of the position of the hardware trade in relation to electrical goods manufacturers and supply firms is much desired by Hardware and Metal in the interests of the retail hardware trade. To this end communication with these interests is under way through the medium of the Ontario Retail Hardware Association.

This is not the first time that certain interests, jealous of the merchandising ability of the hardware trade, have tried to boycott the trade on the sale of competitive lines, but hardware merchants never have taken such action seriously as long as the merchandising ability of this trade is so highly valued by producers, and as far as electrical goods are concerned it is nothing short of laughable to imagine the hardware trade eliminated from the sale of such appliances due to the jealous rantings of a few narrow-minded electrical contractor dealers. Such exposures as the present only tend to further strengthen the position of the retail hardware trade in Canada, and the fact that electrical goods manufacturers are paying less heed to such exhortations and are giving more attention to the hardware trade as a legitimate and worthy outlet for their product, is a tribute to their shrewdness and their breadth of vision. The policy of "survival of the fittest" is quite acceptable to the retail hardware trade of Canada.

Hardware Merchant Opens Radio Dep't

Big Rush for Copper Wire, Galvanized Wire, Storage Batteries, etc., Initiated Big Trade in Radio Telephone Requirements—Aikenhead Hardware Co., Toronto, have a "Radio" Enthusiast for Department—Installing Model Set in the Store

"IT SEEMS that we just drifted into the radio business through wireless telephone enthusiasts naturally coming into the store for many of their requirements," said J. T. Aikenhead Hardware Ltd., Toronto, in discussing the recent innovation of their radio department with Hardware and Metal.

"We were becoming the local headquarters for supplies needed by amateurs and radio "fans," who were experimenting in the art by building their own receiving sets, without hardly being aware of it. Except, of course," he added, "that the additional rush of business for such materials as copper wire, galvanized wire, storage batteries, porcelain sockets, screws, pulleys, tape, bolts, mica, fibre, and so forth, gradually forced the matter to our attention."

The extensive number of inquiries for both sets and parts, was one of the primary reasons for the decision to install a radio department, especially considering the fact that the nucleus of a stock required therein was already being handled in ever-increasing quantities. In one respect, however, it was pointed out by Mr. Aikenhead, they were particularly well adapted for the merchandising of radio-phone equipment, in that a specially-qualified man was in charge of the department. He was not only a radio enthusiast, but had studied wireless as a hobby for some time, and possessed a deal of technical knowledge. Thus he could speak with some authority on the requirements of the new recruit or novice in the radio field.

On Advising Customers

"Unless the retail hardware merchant, or one of his assistants, is more or less grounded in the study of radio-telephony and can not only answer intelligently the various questions of customers but can also advise them to a certain extent, then it is perhaps as well not to make a specialized department in the store for radio requirements," said Mr. Aikenhead. However, it was also pointed out that the scope of industry was apparently so universal that it would undoubtedly soon become one of the stabilized departments in the hardware business and would therefore speedily be treated accordingly. In this manner, the man handling radio parts and sets should be able to experiment with his own outfit, and be a keen student of it either at home or at the store, if facilities are provided for that purpose. It would then develop into a natural phase of the average retail hardware store, such as having a well-known athlete in charge of the sport department, or a man versed in mechanical requirements in the tool departments, a salesman who has studied many factors of the paint trade in the varnish brush and paint section, and so on.

Instal Set in the Store

One of the salient features of the Aikenhead radio department, however, was the receiving outfit being installed right in the store. When interviewed by Hardware and Metal, Mr. Aikenhead pointed out that they had experienced such an active demand for sets, that their supply was exhausted to the point where the receiving set intended for store demonstration purposes had also been parted with in a futile effort to keep pace with the demand. The aerial, or antenna, had been erected on the roof of the building and the connections were all ready. It was the intention to connect up the next available set and have prospective customers and radio converts "listen in" at the demonstrating booth. The completion of this was expected within a few days. Not only is this method a great attraction from the public standpoint, but it is also considered as a big business puller and combined advertiser for the new radio department.

A large number of customers wanting sets and parts, but particularly the various parts, were on hand almost throughout the day, with an extra rush at noon and other leisure hours. In the opinion of Mr. Aikenhead, the future of radiophone development, both commercially and otherwise, was undoubtedly assured. Where retail hardwaremen were able to duplicate or follow the plan adopted by their company, the institution of a radio department should prove to be a profitable venture.

Not to be Handled Wholesale

Although the Aikenhead Co., have both wholesale and retail departments, it was pointed out that no effort had been made at jobbing special radio equipment. One factor acting as a deterrent in this respect was the complicated nature of materials and parts, while another important element was the apparent difficulty in obtaining the

"A Soft Answer Turneth Away Wrath"

AT LEAST one of the many salesmen who entered his store last week to sell him various lines of hardware, stands out in the recollection of a West Toronto hardware merchant. This was not because of the size of the order given either, for no business was transacted.

After passing the time of day the salesman who represented a manufacturer of washing machines proceeded to deliver with machine like precision and rapidity the various selling arguments concerning his particular machine. The hardware merchant paid little attention to him because he was not interested in washing machines.

The salesman persisted in delivering his oration of a correspondence school flavor, and heeded not the lack of interest displayed by his would-be customer.

At last the hardware merchant could stand it no longer.

"Cut it out man. I don't want to hear all that rifle fire talk about washing machines. I don't handle washing machines and I don't want to buy any of them now," he said.

"D——n it! I believe you're wise," retorted the salesman, who, after briefly discussing the weather, made a hasty exit, leaving the hardware merchant to ponder one of the most surprising answers he had ever received.

Suggestive window display of radio telephone equipment such as can be used by hardware merchants. This window includes a number of the more important and most needed parts which should form the basis of the stock, as outlined in the article herewith. A window such as this will attract many radio enthusiasts to the store for various pieces of equipment and accessories.

various articles from the manufacturers. Producers state that radio equipment is in such demand that the factories are already several weeks behind in supplying orders and while increased output is looked for in the near future, no promises are made nor orders taken for prompt delivery. Under these circumstances, it is difficult to organize along wholesale lines. Some doubt has also been expressed as to the permanency of the present style or method of transmitting and receiving by radio-phone, as with so much research continually being carried on in this science, any new invention or improvement might be liable to render present equipment almost obsolete at short notice. On the other hand, an official of the Marconi Co., pointed out to Hardware and Metal, that radio-telephony was not absolutely new, developments having been carried on by this concern during the past ten or twelve years. Therefore, the present stage was considered more or less permanent, as the equipment had not been concocted or assembled overnight, but was the combined result of several years diligent experimenting.

Quite a number of pertinent factors were outlined by G. F. Eaton, Toronto Manager, Marconi Wireless Telegraph Co., of Canada, when discussing the developments of radio-telephony with Hardware and Metal. That an extensive turnover in parts has become one of the principal features of the business is now generally apparent, a large percentage of inquiries being for accessories which go with the various units, or are embodied in receiving outfits. The necessity for at least one member of the firm retailing radio equipment to possess some degree of technical knowledge is evident when beginners or novices enter the store, interested in radio but without a very clear idea of what they actually require. On the other hand, it is claimed that only an elementary knowledge of radio-telephony is required in order to successfully merchandise such articles as vacuum tubes, coils, dry cells, transformers, storage bateries, connections, wavemeters, condensers, amplifiers, and other articles, which are complete in themselves but collectively necessary.

Repeat Business

There is also a fair amount of repeat business to be considered, judging from the experience of distributors of radio products. Vacuum tubes, which are used in detecting radio waves, require renewing according to the amount of use, and the same course is evident with storage batteries and certain other things. In addition, it was pointed out that hardware dealers catering to radio enthusiasts who need parts, as well as marketing complete outfits, would include in stock such articles as spark coils, buzzers, keys, grounding switches transformers, of different voltage, circuit reactors rheostats, voltage condensers, crystal detectors, telephone receivers, inductance coils, ammeters, plugs, voltmeters, and numerous other requirements.

That a license for every receiving set in operation was required by the Department of Naval Service, Ottawa, was another point introduced by Mr. Eaton. To obtain such a license was up to the individual purchaser, although the general impression prevails that where some amateurs have made and installed their own receiving sets, no license has yet been issued. Thus a merchant installing an outfit for demonstrating purposes would be required by law to obtain one license for which a charge of $1.00 is made, but is not held responsible for licenses covering outfits merchandised. Additional licenses are needed for the operation of transmitters, but as previously referred to, these are not in general demand being only installed for specific purposes at present, as well as being much more expensive than the receiving outfits.

It was further explained by Mr. Eaton, that the Marconi Co., are more or less confining their present receiving output to the production of a standard set. This is described as of moderate proportions, being built in sections, so that radio enthusiasts can purchase one or more parts, as required. Whatever style or type of equipment will likely experience the greatest demand is primarily dependent upon the satisfaction the public receive from their radio in-

vestments. Certain manufacturers believe that outfits with a sufficient radius to receives waves several hundred miles distant will meet the keenest approval, while other sets with limited receiving capacity, being adaptable for local purpurposes, only, are being produced in certain quarters and finding temporary favor among the extensive following of radio-telephony. It was stated that the receiving capacity of different sets was generally in active comparison to the costs thereof.

Merchants Instal Sets

As to whether merchants should be expected to install aerials or other portions of receiving sets for their clientele, Mr. Eaton stated that this was not the general practice and was only being done by the Marconi Co., in exceptional instances. Other hardware stores handling radio equipment sell the goods as required over the counter, or deliver sets to customers, but do not consider installations any more than they would be expected to paint a house or barn after supplying the color. Another point in favor of having an experienced technical man in charge of the radio department has been suggested in this connection, a nominal charge being made for installation services. In the majority of cases, however, radio fans are eager to experiment with their individual outfits, and the movement of parts and accessories provides the chief feature from the hardware point of view.

The installation of a demonstrating set, with the aerial in a prominent position, such as on the roof, was one of the suggested methods of extending the retail hardware field for radio business. Producers of radio equipment state that the present channels of distribution are through recognized dealers, with the only limitation being the difficulty in securing adequate supplies of both parts or sets.

In towns situated within a reasonable distance of any broadcasting station, the demonstrating set has been the forerunner in the formation of a local radio club, with the hardware store as one of the prime factors therein. A notice inviting those interested to come into the store and "listen in" is usually considered sufficient advertising, while the sale of charts depicting methods of wiring and installing sets, and booklets describing radio developments in general, are other phases engaging the attention of the radio department. The salesman in charge of this section of the store, should be an active member of local radio organizations, where possible, while opening the store to allow evening gatherings the opportunity of entertainment by radio, has gripped the interest of the public. To attain this object, the receiving set is equipped with a double amplifier and "loud talker" that makes the messages, concerts, news items, weather forecasts, and other matter sent out by the broadcasting stations, audible to those persons gathered round the apparatus.

Says Radio Profits Average 33⅓%

F. R. Jackson, Hardware Merchant, Toronto, Deals With Various Parts Which Should Form Basis of Stock of Radio Telephone Equipment—Investment of $100 Will Set it Under Way—Points Which Some Prospects Raise

AS RESULT of numerous enquiries received for various hardware lines needed in connection with the installation of a radio telephone set, F. R. Jackson, hardware merchant, Queen St., E., Toronto conceived the idea of placing in stock a number of radio telephone parts which are mostly needed by amateurs in putting together their own outfits and his judgment was rewarded with a number of sales on the first day. Mr. Jackson has made a cursory study of radio outfits to enable him to give certain elementary advice and to assist him in the selection of stock, and in addition he has recourse to the knowledge of one who is prominent among the amateur operators of radio telephones in the city. Discussing the subject with Hardware and Metal, Mr. Jackson pointed out that the complete sets are well protected by patent and can only be made by certain firms. He is of the opinion that the best source of business for the hardware merchant is to handle the parts which the amateurs require in rigging up their own sets.

What Merchant Needs

Discussing the requirements of a hardware merchant in radio equipment in order to start up business in this line, Mr. Jackson pointed out that copper wire for aerials is one of the first requirements, with galvanized wire frequently needed for supports, etc. Switch arms and switch points are needed, spider web inductants, batteries. In batteries Mr. Jackson points out that the plain 22½ volt, plain 45 volt and variable 22½ volt are the most popular styles for comparatively small sets. The plain batteries have the usual two terminals, but the variable have a number of terminals so as to enable them to be connected up in series. Ear phones are also greatly in demand at present and like many other lines the supply is short. Keys are not much required, for sending sets are much more expensive and not so much required.

F. R. JACKSON

Hardware merchant of Queen Street, East, Toronto, who will be numbered among the pioneers in the sale of radio telephone equipment through the hardware trade. Mr. Jackson has studied the rudiments of this science and his advice as to investment, parts to buy, methods of selling, etc., as given in this issue, is well worth studying.

The investment of $100 will put in a small stock of assorted parts with which to feel out the local requirements. Included in this would be 1000 ft. of each kind of wire for aerials, storage batteries, amplifiers, microphones, receivers costing from $6 to $21. A Magnavox is sometimes used for enlarging the volume of sound for the benefit of a number of persons, but there is little call yet for these. They cost approximately $62. Other lines include binding posts or terminals. Round headed brass machine screws 6/32 and 8/32 size and hexagon nuts are both needed in connection with the insulated knobs. Switch arms are required, rheostats. Galena is a crystal which is wrapped in tinfoil and retails at about 35 cents. This lump of crystal is set in lead and is used in the machine as a detector. Condensers in both variable and grid styles are needed. Coil plugs and fibre coil bands, and coil mounts.

Aerials of 14 Gauge Copper

The aerials consist of 14 gauge copper, bare hard drawn wire. This can be procured in both cable and solid, the former is said to be the better because it has more gathering surface and is the stronger to withstand ice, wind, etc. At the ends of these aerials are insulators, both the long and round styles are used. The switch arms are used for the

purpose of switching in the house current when the machine is to be used or for switching it over to a ground wire to act as a lightning conductor in case of it being struck during an electrical storm.

Tuning coils, both lateral and honeycomb styles are used in 25, 35, 50, 75 and 100 metre wave lengths for local purposes, and in 125-200 metre wave lengths for long distance purposes.

The foregoing will give some idea of the parts which Mr. Jackson considers are necessary for the hardware merchant to make a start in the sale of radio equipment. He is showing his stock regularly in his window displays at present, and is planning on the establishment of a complete working set in the store window. His experience with a number of youthful enthusiasts to date has brought out many interesting points. For instance one or two youths who are very enthusiastic at first expressed the fear that the broadcasting of concerts by certain electrical firms might cease when they had about exhausted their sales of equipment. Mr. Jackson is of the opinion however that this industry is but in its infancy and that it will be a prominent science in future. Even if the electrical firms did for some reason discontinue broadcasting concerts, he is of the opinion that the radio telephone is a big factor from an advertising standpoint and that advertising firms would be quick to supply entertainment in connection with broadcasting advertising matter. Others would also undoubtedly find some way of controling the matter so as to make it worth while for radio telephone operators to have their sets.

Mr. Jackson has combined with his radio parts a large number of hardware lines which sell with them. For instance there are tools for installing sets, electric lights, wire, tape, screws, tacks, paint, stains, varnishes, brushes, etc.

As changes will undoubtedly be made as radio telephone equipment is perfected, Mr. Jackson is of the opinion that hardware merchants should not stock too heavily at present. He is convinced that the hardware trade is the legitimate channel of distribution for radio equipment and advises the trade to keep in close touch with developments in this new trade industry. He finds the average profit on these goods is about 33 1/3 per cent. and considers this a favorable enough basis to justify the stocking of a well-assorted group of radio telephone parts.

HELPING TO ORGANIZE A RADIO CLUB IN YOUR TOWN

The popular demand for radiophone outfits has been such during recent weeks that wireless telephone enthusiasts in many towns throughout the country are looking for uniform centres where activities in this direction can be participated in to mutual benefit and entertainment. Radio clubs have sprung into being like mushrooms overnight, resulting in big business for hardware merchants who have realized its possibilities and instituted radio deparments in their stores. An article dealing with the channels of co-operation between the retail hardware store and local radiophone clubs appear elsewhere in this issue of Hardware and Metal.

FRESH SHIPMENTS OF IMPORTED SHEETS DUE

Montreal.—With the opening of direct navigation to this port comes the announcement from importers that the first shipments of English galvanized sheets will shortly arrive, the initial cargo of these being now on the way over. From present indications it is stated that imports from overseas this season are expected to be heavier than in the past few years. One local importer announced that shipments already covered compare favorably with the volume recorded during pre-war years, being well in excess of last season.

T. N. Clayton, general manager of the North Star Oil and Refining Company, Winnipeg, accompanied by F. W. Deer, sales manager, is on a business trip to Toronto.

Combine Displays of Sport Goods and Auto Accessories

Spring sporting goods and automobile accessories are both receiving much publicity throughout hardware stores at this time. The boys are busy on the corner lots playing ball, and one Toronto hardware merchant reported a dozen baseball gloves sold in two days as result of a special window of sporting goods used last week. The tennis season will also be shortly under way and fishing supplies will be required now that favorite haunts of anglers are beckoning. In auto accessories enamels are required for brightening up the car, tools for overhauling, new spark plugs, carbon remover, etc., and the motorist can be sold a number of the devices offered for adding comfort to the spring and summer motoring. In the above a combination display of spring sporting goods and auto accessories is shown by the M. Philbin Hardware Co., Montreal.

Patterns For Panelled Diagonal Pipe

Written for Hardware and Metal by O. W. KOTHE, Principal St. Louis Technical Institute, St. Louis, Missouri

LEADER pipes as well as vent pipes, placed on the outside of the bui d-ing, are often ornamented by mak-ing a set in member, and over this, pan-el bars are planted.

This helps ornament the pipe, and takes away the plain monotonous effect.

However, to lay out the pattern and make a suitable working drawing, first draw the side elevation with a wall line as M-N-O-P.

Next develop the plan or section through top I, and place the plan on an angle as E-F.

After which, detail the lower section and draw the diagonal lines as shown.

The dotted lines a-b, e-d, also f-g and i-j are panel bars, built in over the miters, so a straight effect is produced in the front.

Observe the elevation miters are bi-sected to the angles of the wall lines, and give the lines N-c and O-h.

Now as both the elevation and the plan are foreshortened a diagonal elevation must be deve oped.

To do this, we place a strip in the po-sition X and from each point in eleva-tion, miters project the altitudinal heights to the strip X as shown.

We now place this strip in the posi-tion X so it is at right angles to E-F of plan.

From each point in this strip X we square out lines until they are parel el with E-F.

Then from this point in plan, taking in each of the corners in the top and bot-tom sections, we project lines so they are at right angles to E-F of plan.

Where these intersections take place, we draw the shapes of the top and bot-tom sections in the diagonal elevation.

After which, we join the side lines and that gives us our true position of the double offset.

The next step is to develop a true sec-tion through the diagonal elevation, giving the exact outlines how the metal must be formed, both in shape and in girth, as shown at W.

To do this, we draw a set line square to E-F as T-U.

We pick all the width of plan lines along this line T-U of plan and transfer them on the extended diagonal elevation line, as T-U.

Now from each point in the diagonal elevation extend the lines parallel and from each point in the line U-T square out lines to intersect those from elevation and this will enable you to draw the shape W through the intersec-tions thus established.

To set out the patterns for the vari-ous parts, the straight angles I and III are set off the same as any straight an-gles where the girth is taken from the section thruogh top I and the distances are picked from line A-B or else from C-D of elevation.

But for the middle pattern, we must pick the girth from the true section W, and set it off on the line R-S.

Through each of these points draw stretchout lines and then draw any set line in diagonal elevation as R-S.

Use this set line as a base line and pick the length of each line from diagon-al elevation and set off on similar num-bered line in pattern.

At the intersection thus established draw the miter line as shown and this gives the pattern for the middle angle.

Now to lay off the panels which fit over the miters we pick the girth from side elevation as a b-c d-e and set to the left of plan as a-e.

In the same way pick the girth f.g.h.i. j. from the side elevation for the lower panel and set as f-j to the right of plan.

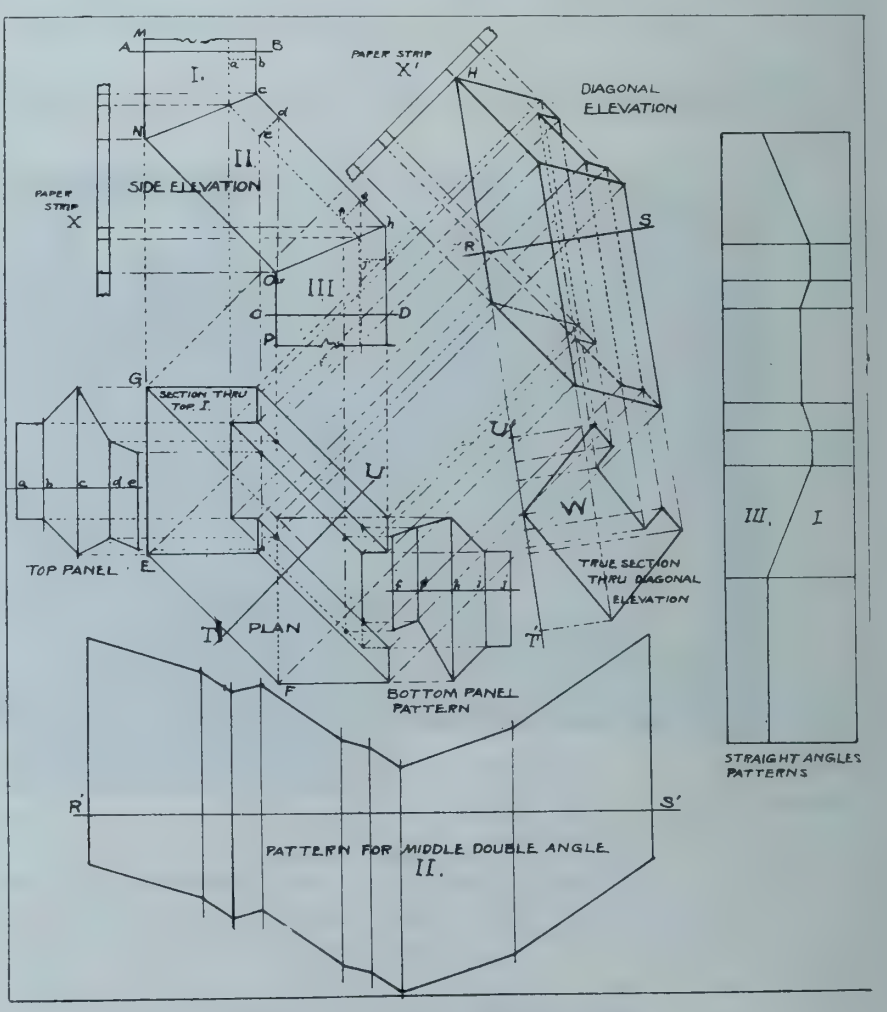
From each of these points in elevation drop lines into plan to intersect those lines of similar number shown by the heavy dots in plan.

From these points square over lines into stretchout and this enables drawing the miters for the patterns as shown. Laps must be allowed extra on all edges for seaming.

TO USE NICKEL FOR TIN IN COATING TINPLATE

Experiments of a far-reaching nature are being conducted in the tinplate works at Swansea, England, with the object of substituting nickel for tin in the coating of tinplates.

A company has been formed to deal with the invention, which is known as the Steel-Nickel Syndicate. A prominent member of the syndicate is Henry Mond, son of Sir Alfred Mond. Production of rustless plate is aimed at.



Patterns for Paneled Diagonal Pipe.

Gives Warning Re Imported Fireworks

Proximity of May 24 Makes Necessary Considerable Care on Part of Merchants Handling Fireworks—"Made-in-China" Firecrackers Differ from Chinese Crackers

By Ottawa representative of Hardware and Metal

OTTAWA.—Dealing with the composition of imported fireworks, a bulletin has just been issued by the Explosives division of the Department of Mines drawing attention to the fact that fire crackers are being distributed in this country under the "made in China" designation, but which differ very materially from the Chinese crackers as commonly known. As these are said to be of an unusually dangerous and undesirable character, the trade is asked to assist in the work of checking such importations. The bulletin reads as follows:

With the assistance of Customs Brokers in Canada, the authorities in Hong Kong and others, information was obtained concerning the composition and manufacture of certain Chinese fireworks, as a result of which it was possible to so regulate the importation of fireworks from China as to exclude certain types considered dangerous, and at the same time to avoid delay.

The composition universally used in these fireworks was gunpowder of a similar explosive made up of the same ingredients namely saltpetre, charcoal and sulphur.

Differ from Chinese Crackers

In view of this, Chinese crackers not exceeding 4 in. in length or 9/16 in. in diameter were readily accepted. Larger natures have also been admitted occasionally after special examination, but so long as occasional checks show that the origina practice of the Chinese makers in regard to the nature and composition of the powder is being followed, this general rule offers a good guide, and enables the importations of crackers to be expeditiously dealt with.

It has now come to notice that certain crackers marked "made in China" have been put forward for importation either direct or through agencies in the United States, and these differ very materially from the Chinese crackers as commonly known.

Certain of them are somewhat similar in composition to the "Salutes" the importation of which has already been stopped Others differ in the manner of their make up and, so far, none which have been examined and which emanate from China, yet differ from the ordinary gunpowder Chinese crackers, has been found acceptable.

It will assist the work of checking these importations, and expedite the importation of acceptable crackers, if importers when ordering them will specify that they are to be of the usual Chinese type with gunpowder composition, and will describe them on their applications for permission to import as "Chinese Firecrackers (gunpowder composition) size...."

Government Wants Co-operation of Merchants In Dealing With Retail Problems

Hon. J. A. Robb, Minister of Trade and Commerce, Addresses Retailers in Ottawa—B. G. Crabtree, Retail Grocer in Dominion Capital, is Re-elected Secretary

OTTAWA, April 27, (Special).—The re-election of B. G. Crabtree, retail merchant, to the office of secretary, and the championing of the cause of the retail merchant by Hon. J. A. Robb, Minister of Trade and Commerce, were features of the annual banquet and business meeting of the Ottawa branch, Retail Merchants' Association of Canada which was held in a local hotel recently. At the conclusion of the festivities, Henry Watters, treasurer of the Dominion Board, R. M. A., proposed a vote of thanks to the dealers "for their splendid contribution to the success of the entertainment." He explained that certain members had been responsible for the music and certain other forms of pleasure. Retail merchants, two hundred strong, representing every class of retail merchandising in the city, attended the function, which was presided over by the president, E. A. Stephens.

The Minister of Trade and Commerce, after expressing his deep appreciation at the evident desire on the part of the Dominion Association to co-operate with the department of trade and commerce for the mutual welfare of the merchants and the Dominion, reminded his hearers that he had at one time served his apprenticeship to the trade, starting as errand boy and winding up as proprietor. He took issue with those who had on previous occasions, suggested the advisability of the elimination or curtailment of the retail merchants, or middlemen, as they had been designated, and said that they had not been responsible for the high cost of living, as had often been said. He submitted that the retailers of Canada had built up from the Atlantic to the Pacific a medium of exchange from the producer to the consumer which was of utmost necessity in order to provide for fair dealing in merchandising. It was the retailer who measured up the requirements of a community and established fair values between seller and buyer.

The minister said that the government was desirous of the co-operation of the retail merchants in dealing with their problems, and was of the belief that the development of trade in Canada could be better increased by the government's non interference, and leaving it in the hands of business men who were capable of dealing with its many problems.

W. C. Miller, Ontario Provincial secretary of the Association, reviewed what the Ontario executive had accomplished and its future intentions with regard to legislation in its application to the retail trade. Other speakers were: Henry Watters, treasurer of the Dominion Board; E. M. Trowern, secretary of the Dominion Board, and C. A. J. Miller, manager for the North Western Mutual Retail Merchants' Insurance Underwriters.

The officers for the ensuing year are: President, E. A. Stephens; first vice-president, R. McGiffan; second vice-president, J. A. Larocque; treasurer, Frank Orme; secretary, B. G. Crabtree.

NEW FIRM WANTS CATALOGS

W. J. Henderson, who formerly managed the Maglader store at Englehart, Ont., is opening a hardware store on his own account there and desires catalogues of general hardware, stoves, oil stoves, valves and fittings, heating and plumbing goods, sheet metal, auto accessories and sporting goods.

Hardware and Metal

Canada's National Hardware Weekly

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Protects the Farmer Again

FOLLOWING out its usual plan of shelving all legislation which will enforce compliance from farmers, the Drury Government in Ontario has overwhelmingly defeated a bill to make it compulsory for all vehicles to carry front and rear lights between dark and dawn on highways. The carrying of such lights is compulsory in England and other European countries and the practice is found to have been highly satisfactory in curtailing accidents. The Ontario Motor League has supported the Bill after establishing the fact that many accidents were caused on country roads after dark due to wagons and other such vehicles having no lights. The farmer raises the question of danger in barns from having such lamps around, but he already uses lanterns. The defence on this basis is very weak and it is quite evident that the farmer would rather risk his life than be put to the trouble and expense of providing lights for his vehicles, as long as the onus for accident due to this cause is on the other party.

* * * *

Hardware Producers More Confident

IMPROVEMENT in the iron and steel industry, as dealt with in recent issues of Hardware and Metal, continues to be evident. Higher prices on pig iron as formerly outlined as taking effect in United States markets have now spread to Canada and are likely to be reflected in higher prices on other products in the near future. The iron and steel market is now influenced by sellers rather than buyers, the former showing little disposition to fill orders until prices are advanced to the point where a profit is shown. Practically all producers report improvement in earnings, and a number of new high levels for the year have been established on certain steel stocks within the past few days. Railroad buying has been temporarily restricted, possibly due to uncertainty regarding the future trend of freight rates in view of semi-official statements which predict drastic reductions in rates.

In Canada during the past week progress has been made in the accumulation of new business in semi-finished steel products, and delivery dates are being extended in many cases until on most new business now being placed delivery cannot be made under six to eight weeks. A wide variety of steel products figure in present bookings, but it is evident that the trend is toward greater activity among industries fabricating products from pig iron and steel. There is a greater disposition on the part of buyers to anticipate requirements for some months ahead but a cautious tendency is evident on the part of producers in setting delivery dates due to the serious possibilities which might be involved if the present coal strike is protracted.

* * * *

Hardware Merchants in the Vanguard

PROGRESS in the development of radio-telephony has been rapid now that it has been perfected to the stage wherein it is of interest and value to the public at large. Last week's issue of Hardware and Metal told what was being done in other countries in connection with the merchandising of radio equipment, and this week considerable editorial space is devoted to details of what two Toronto hardware firms are doing in connection with the sale of these supplies. It is possible that in years to come, when this science now in its embryonic stage has been developed to perfection, these hardware merchants and others who have already entered upon the sale of this line in other parts of Canada, will be regarded as pioneers in the establishment of one of the most important means of communication for both social and commercial purposes which has yet been known.

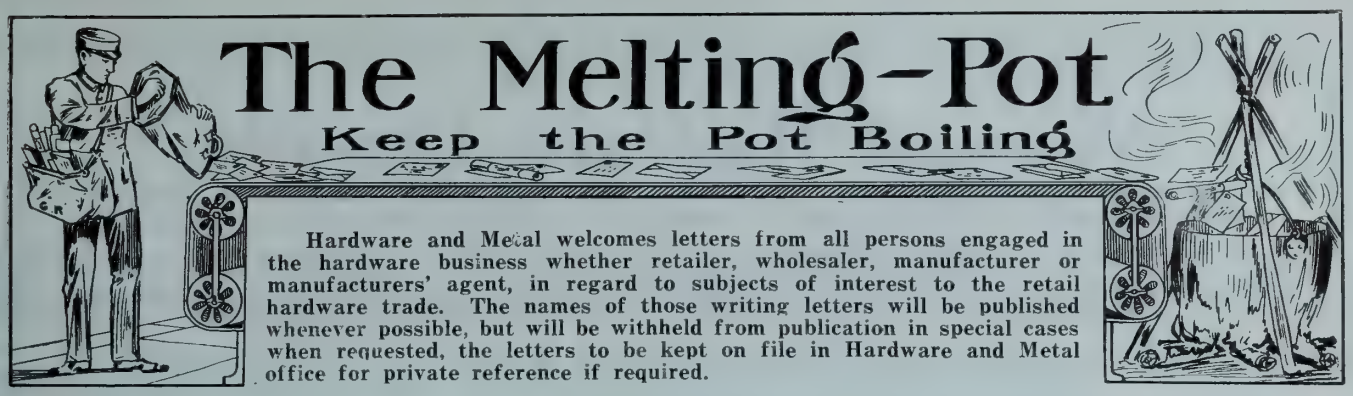
Radio equipment offers a profitable line to hardware merchants, and there is no doubt but that it fits in with the regular run of hardware lines much better than with almost any other trade. In fact in a number of cases hardware merchants have only realized the possibilities of selling radio telephone parts after they have had a big run on wire, batteries, tools, screws and other lines of hardware required in connection with installing sets.

While radio-telephony is in its infancy hardware merchants will naturally have to be cautious as to what lines they stock and the extent of their investment. A good plan is to make extensive enquiries among prospects as to parts desired for sets of varying range, and to have someone thoroughly acquainted with wireless near at hand to whom reference can be made for advice in assisting amateurs to instal sets or to point out difficulties encountered.

Some of the arguments raised by prospects whom hardware merchants have tried to sell are indicative of the trend of general thought on the subject. One of the arguments most frequently heard is that the electrical supply firms who are broadcasting concerts to encourage the use of radio telephones will cease to do so when possibilities for trade are exhausted. Progress in such a science as this both in extending its influence and in the perfection of equipment is so rapid that there is little need for fear of the early exhaustion of possibilities. Even if such a situation did result, the wonderful advertising opportunities of such equipment are such that some form of entertainment would always be available.

* * * *

THE LOSS caused by fires in Canada in 1921 was greater than in any previous year, despite the fact that steady progress has been made in the perfection of fire fighting machinery. The loss in Canada alone reached the amount of $45,015,930. This is at the rate of $5.22 per head. Ontario shows much the highest proportion in the whole of Canada. The four chief classes represent manufacturing, mercantile stores, dwellings and farm barns. These figures carry a real significance to retail hardware merchants for they indicate a real argument for periodic cleaning-up of premises, painting of buildings and implements and the use of safety devices and fire proof materials which are now offered. The hardware merchant handles many lines which are more or less directly interested in the question of fire hazard and his influence can greatly help to curtail this waste. Then too, the average hardware merchant knows that $5.22 per head is not expended by his customers on paint and varnish each year, and it has been figured out that loss by depreciation on inadequately protected surfaces amounts to approximately 2 per cent. per annum, or a much larger figure than fire losses.



Hardware and Metal welcomes letters from all persons engaged in the hardware business whether retailer, wholesaler, manufacturer or manufacturers' agent, in regard to subjects of interest to the retail hardware trade. The names of those writing letters will be published whenever possible, but will be withheld from publication in special cases when requested, the letters to be kept on file in Hardware and Metal office for private reference if required.

HARDWARE CRAFT BELOW CHINAMAN COOK LEVEL

Editor's Note:—The following letter in regard to a comunication which appeared in a recent issue of Hardware and Metal, has been received from a clerk in a Western Canada hardware store. His name is withheld by request, but the original letter is on file in Hardware and Metal office.

Somewhere in Canada, April 11, 1922.
Editor Hardware and Metal,
Toronto.

On page 44 of your issue dated April 8, I notice a letter. As the name of the writer implies, he certainly would live up to his traditions, keep us clerks down all right if he had his way; he would also lower the profession of Hardware Craft below the level of Chinaman cook. How can he expect a married man or even a bachelor to live decently in a city like Toronto on $15 per week? He must expect him to eat at a 15 cent joint, come to his store dresed in a $14 suit, wear a 39 cent shirt and buy his socks and underwear at Woolworths; work during the busy summer months, and get fired in the fall about the time the soup kitchens open up; the only thing I agree with the gentleman, is that we should start the ball rolling all right and snow ball him for "fair."

Now Mr. Editor, I am not an O. B. U. or even an I. W. W., but I do think that efficient hardware salesmanship is a man's job, and should be made attractive to the best of them not by being half fed like the letter suggests, but by offering a salary that will enable him to live decently without tampering with the cash register.

Yours truly,
Nail Set.

SALE OF GERMAN GOODS

Editor Hardware and Metal,
Toronto.

I understand some criticism has been directed against hardware merchants for encouraging the sale of German made goods. I think this is hardly justified, and hope it is not to any extent, outside department and chain stores, and even these I think the stocks of German goods are quite limited.

Are the manufacturers, and the men in their factories doing all they can to merit the whole support of the merchants and their customers? A responsibility rests upon the producers for quality and quantity production necessary to meet the competition of efficient factories, and the demands of the buying public.

I have frequently had occasion to pay men to go over machines and other factory products and fit them in better shape before offering them for sale. The hardware man should not have to do this, after paying a good price for the goods.

In my own experience I have refused since the outbreak of war to buy anything of German production, with the exception of dairy thermometers, or small articles, not made in this country, and I hope to continue this policy unless forced by demands from the buying public to change this attitude.

I have had occasion to meet and discuss business with a goodly number of hardware merchants during the past two months, and have yet to learn of German goods being handled by these men to any extent, and I hope they will not encourage that trade.

I would strongly advocate a slogan "Canadians for Canada," as a supplement to the "Made in Canada" slogan, which I was pleased to put forward, with others, during the past five or six years at Hardware, and Retail Merchants' conventions, and on other suitable occasions. I believe this slogan has been the means of creating a patriotic sentiment which has inspired many to buy more Canadian products, thereby keeping our industries going, and our workmen better employed than has been the case in other countries.

Let us hope that our people will have more confidence in their fellow Canadians, more confidence in themselves, working faithfully and honestly to keep this Canada of ours and themselves prosperous.

(Signed) R. Hawkins,
Smiths Falls, Ont.

WANTS RETAILERS TO WRITE RE TRAVELING SALESMEN

Editor's Note:—The following letter from a manufacturers agent concerning letter which appeared in April 8 issues of Hardware and Metal over the signature "Sunshine," is to some extent a misinterpretation due to the fact that the letter referred to was from a manufacturer and not a retailer. However, this does not materially affect the sentiments involved and Hardware and Metal would be glad to have from retailers, some letters concerning the traveling salesmen who call upon them.

Editor, Hardware and Metal,
Toronto.

Letter signed "Sunshine" in April 8 issue is of great interest to me, though I am not the guilty party—having more sense—I would like to impress upon our good friend the retailer that this party referred to, is a "traveler," just as the name implies and nothing more. I note he doesn't state a "Commercial Traveler." Maybe this particular party is one of those so-called "overnight salesmen," that one often meets on the road.

Our good friend Sunshine is perfectly all right in voicing his opinion of such, and I heartily agree with him and his point of advice to manufacturers, to give their salesmen at least one lesson on salesmanship.

I believe it would be a very excellent idea if the various retailers in the country would voice their opinions from time to time on incidents that occur pertaining to the various commercial men, who call upon them selling them their wares.

In the selling game it is not all a rosy piece of business, but a very difficult one indeed and especially those of us who are endeavoring at all times to render a first class service, and selling only goods which are worth the attention of the retailer.

A commercial man to-day is not finished with his work when the whistle blows, but is at it from Sunday, until the following Saturday night, in all weather. The retailer is located in his own town where his home is, also his working conditions are entirely different from those of the traveling salesman.

I trust this letter will be a preliminary answer, as it were, to the letter written by our friend Sunshine and that it will mean the commencement of a series of letters and general discussion on the art of salesmanship. Assuring you that this letter is written in good part.

(Signed) I. Dyment,
Toronto.

WILL ENTER NEXT CONTEST

Editor, Hardware and Metal,
Toronto.

I received your recent letter in which you congratulated me on my success in your Window Contest of Christmas 1921, and that the second prize which I received would be sent under separate cover. The check came to hand on March 10 and for which I thank you very much.

If I have the position I hold now next Christmas I am sure I will be delighted to enter into your contest again and try to make it a success.

(Signed) E. RAHN,
Bond Hardware Co., Guelph.

RECOGNIZE NO FLAG IN COMMERCE

Editor Hardware and Metal,
Toronto.

Up until the war we carried considerable German merchandise and always had splendid success with the sale of same because of their quality and lower price. During the war this same class of goods was quietly sought for and would have in many cases been openly demanded except that it might have displayed an evidence of unpatriotism on the part of the purchaser.

We, of course, hold no brief for the German manufacturer and aside from the bigger issue of governmental banning of their goods entirely, we would not care if we handled any of it. We are the buyers only for the consumer and that cosmopolitan body recognizes no flag in trade or commerce.

The merchant that insists on holding radical views in the face of public demand for quality goods at a price would simply commit business suicide and this brings us directly to the pointed question of the labor man's view.

We find that the great majority of labor is not consistent and will insist on buying any goods, any where, providing he gets it at his price, which price is not in keeping with the price he demands for his own labors.

It is recognized and I think quite true, that the women are the buyers now of 75 per cent. of all home necessities but we fail to notice any considerable conversion on their part to the views of the husband, who prefer to expend their energy proclaiming their selfish views from the housetop when it would be better to start on the inside of the house. No, the labor man is decidedly not consistent.

Winnipeg Hardware Merchant.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Coast Hardware Business Exceeds Last Year

Paint and Varnish Receiving Active Sale Due to Stimulated Building—Some British Hollow Ware Appearing—Much Activity in German Toy Industry

VANCOUVER, B. C.—In hardware circles on the coast much attention is being devoted just now to the requirements of the paint and varnish trade. It is stated on very good authority that sales are in excess of last year due to several reasons, the most important of which is the fact that building is much more extensive in Vancouver and district than at this time last year. Another good reason is that a large number of people who have let their homes go for a couple of years in the hope of lower prices, are now attending to much needed brightening of their premises. It is probably a well-known fact in the east that ninety per cent. of the residences here are of wood.

Speaking of the outlook this season, Donald Darling of Henry Darling & Son says: "I anticipate seeing a great number of Vancouver homes brightening up this spring. Orders are coming in by every mail and we are just beginning to feel the effects of the first rush of the season." Mr. Darling further added that a heavy run was expected on creams, greens and whites although many other combinations of colors were on order.

There is no particular evidence this week that money is any easier on the coast judging by the slowness of collections. Retail sales continue in seasonable volume but extreme caution is being exercised in connection with purchases of new goods. The whole trade is said to be undergoing housecleaning operations and retailers are doing their best to dispose of goods bought on a higher market before assuming new liabilities.

Some British hollow ware is coming through at declines averaging about ten per cent. A drop of 35 per cent. was announced this week on light gauge galvanized iron and 25 per cent. in the heavy gauge. German cutlery is being purchased by some of the houses, prices named being lower than quotations from the American side.

A. E. Howard, purchasing agent at Ottawa during the war period and now connected with the Hudson's Bay Company in a similar capacity is still here with four or five Russians, buying for the company's trading posts in Siberia. As stated last week, local wholesalers got a good share of the business offering but keen competition was met from the Seattle quarter.

Dealers in chinaware, crockery and toys say that trade is unusually quiet but that the volume of sales compares favorably with last year, and further that staffs are being retained and at the same salaries, which is considered a fair sign.

Germany is figuring strongly on this market in some lines of toys, especially dolls, and manufacturers are putting their products in Vancouver at more favorable prices than similar lines from the States. Dealers take the stand that the German doll is much superior to anything offered in this country and as eastern houses are buying freely, they see no particular reason why they should not follow suit.

A leading official of one of the department stores here, having charge of the toy and several other departments has just returned from a buying trip to the continent including Germany. He reports great activity in the manufacture of toys and that many manufacturers at the big Leipsic Fair were sold out long before the exhibition had concluded.

One line of English pottery was moving out fairly well this week. Aluminum ware is also coming in for its share of publicity this week. Special sales have been the rule.

WESTERN CANADA NOTES

W. T. Nichols is commencing a hardware business at Spruce Lake, Alta.

Harry Griffs, manager of Whyte and Orr's hardware store at Daysland, Alta., has been suffering from an attack from the flu but is able to be up again.

The hardware store of L. A. Ostrum at Bow Island, Alta., was entered by burglars. One hundred dollars was found and taken but no hardware was removed.

L. M. White, formerly manager of the Auto Equipment department of Wood, Vallance and Leggatt of Vancouver but now of the recently incorporated company of MacKenzie, White and Dunsmuir, Ltd., Vancouver, jobbers of automobile equipment, spent a few days in Winnipeg en route to the east on a buying trip.

Harry Sheppard of Alix, Alberta, left this week for Rimbey, Alta., where he has been engaged by the Rimbey Hardware store. He will be in charge of the harness department of that store.

A new hardware store is to be opened shortly at Vegreville, Alberta, by Mr. Valentine of the Marshall-Wells Company of Edmonton. This store will make the third hardware firm in Vegreville.

The Round Hill Trading Company, Round Hill, Alberta, are increasing the size of their hardware store. An addition to their general store is being built and the warehouse which has been to the east of their store has been moved to the south and turned into a hardware store and warehouse.

R. L. Teepfer, of Alix, Alta., has added a full line of general hardware to his furniture business. His stock is just arriving. In connection with the hardware department he will have a tin shop and plumbing department. R. F. Sanderson will be in charge of the hardware part of the store.

CLEAN UP, PAINT UP WEEK CAMPAIGN IS ORGANIZED

Winnipeg, Man.—A large and enthusiastic meeting of citizens, interested in the "Clean Up, Paint Up" campaign was held when the report of the interim committee which was appointed to draw up a list of officers and arrange other details in connection with organization, was heard. C. H. S. Bamford was in the chair and Col. W. J. Simpson acted as secretary.

The committee reported that it had created an initial campaign to raise funds and already $2,000 had been subscribed and was in the hands of the treasurer, W. E. Milner. The report further recommended that the finance committee increase this amount to $6,000, which it thought would be sufficient to cover the campaign.

Organization was completed with the following officers: Honorary chairman, Harry Sandison; 1st vice-president, C. S. Bamford; 2nd vice-president, W. P. Dutton; 3rd vice-president, J. C. Waugh; general executive, each member of which represents a certain division; publicity division, Gordon Hunter; women's division, Mrs. H. M. Speechly; municipal, W. F. Tallman; industrial, I. T. Peacock; commercial, John Drewe; beautifying, Mrs. Roxburgh and junior's division, A. T. Macintosh; H. S. Duncan is secretary; W. E. Milner, treasurer and Col. W. J. Simpson, manager.

Events in the Trade

NEW FIRMS

Ottawa, Ont.—F. Bonenfant is commencing a hardware business here.

J. D. Cody has commenced a hardware business at 479 King St., East, Toronto.

Rosie's Hardware has commenced business at 1858 Davenport Road, Toronto.

BUSINESS CHANGES

Belleville, Ont.—C. H. Maybee has bought the porperty, including house and hardware store, owned by W. S. Gordon. The store is closed for stock-taking a few days before Mr. Maybee takes over the business.

PERSONAL

James Walker, president, and David Walker, vice-president, James Walker Hardware Co., Montreal, will arrive in Montreal next week after spending the winter abroad.

Geo. C. Jenkinson, agent for B. & S. H. Thompson, Ltd., of Birmingham, Eng., has been appointed sole representative for Canada of Messrs. H. & T. Vaughan, Ltd., Willenhall, Eng.

Jas. Gelineau, formerly manager of the sporting goods department, James Walker Hardware Co., Montreal, is severing his connections with this firm to enter business for himself in Montreal west.

At the annual meeting of the Purchasing Agents' Association of Montreal and District, Thomas Robertson of Thos. Robertson & Co. was elected vice-president and W. F. Shaver of the Gillette Safety Razor Co., secretary. M. A. Hoey, Canada Cement Co. and G. C. Seybold, Starke-Seybold Limited, were among those elected to the executive committee.

OBITUARY

J. J. Daley, an employee of the James Smart works in Brockville for a continuous period of 53 years, is dead.

STEEL CO. BANQUETS FORMER OFFICIALS

Hamilton, Ont.—The Steel Co. of Canada held a banquet in honor of Chas. Knott and Geo. Simpson at the Royal Connaught Hotel here. Mr. Knott was presented with a gold watch and Mr. Simpson with a pearl stick pin. The event was brought about due to both these gentlemen severing their connections with the company.

C. M. A. ANNUAL MEETINGS

The annual meetings of the Montreal Branch of the Canadian Manufacturers' Associations and the Quebec Division of the same association will be held in Montreal on May 11th. This year marks the 22nd annual meeting of the Montreal Branch, while the Quebec organization will celebrate its third birthday. Following the meetings both sections will unite for an informal dinner in the Windsor Hotel.

CHANGE NAME TO WAYNE TANK AND PUMP CO.

Effective April 17th the name of the Wayne Oil Tank and Pump Co. was changed to Wayne Tank and Pump Company. The change in name was found advisable in view of the recent purchase of the Borromite Company of America by the Wayne Oil Tank and Pump Company, Fort Wayne, Indiana. The Borromite Company of America formerly controlled the patent rights and sold Borromite Water Softening Systems. These will be marketed hereafter under the name Wayne Water Softening Systems.

CANADIAN REPRESENTATIVE OF MILLERS FALLS CO.

Hamilton, Ont.—F. J. Macdonell who for the past three years has been branch manager here of the Victor Saw Works and Clemson Bros., Inc., and has been for seven years associated with that firm, has resigned to accept the Canadian management for Millers Falls Co. of Millers Falls, Mass., and will cover Canada personally for a time in the interests of the latter firm.

F. J. MACDONELL

CANADIAN HARDWARE CLERK WINS FIRST PRIZE

E. Rahn of the Bond Hardware Co. Guelph, Ont., won the first prize in a recent window display competition conducted by the American Artisan and Hardware Record of the United States. Mr. Rahn entered in this contest the same window which won second prize in the last Hardware and Metal Christmas Window Contest, and is to be congratulated on the double honor thus accorded his ability.

RUBEROID CO. MOVE MONTREAL OFFICE

Montreal.—The Ruberoid Co. are vacating their down-town office at 52 Victoria Sq. to move to more spacious quarters at their plant at Ville La Salle, Quebec. Recent alterations have been necessary to accommodate the office staff, but it is felt that the advantage of being in closer touch with plant production will enable more efficient service.

The change also brings the announcement that R. M. Inglis will have full charge of sales, while R. F. Lennon, former office manager, will look after the inside work. C. A. Bennet, who has been connected with the American factories for some years, has been appointed superintendent of production.

KINGSTON HARDWARE CLUB HEAR INTERESTING ADDRESS

Kingston, Ont.—The members of the Hardwaremen's Club were given a most interesting and instructive address in the Y. M. C. A. by F. J. Penberthy, vice-president of Lowe Bros., Toronto, who spoke on paint. Mr. Penberthy dealt with the manufacture of paint from start to finish and brought out many points of interest to the hardwaremen who are handling paints. His address was illustrated with lantern slides.

In addition to giving the address on the manufacture and turning out of paint Mr. Penberthy also made an appeal for combined effort on the sale of paints along the lines of "Save the Surface and You Save All." There was a good turnout of hardwaremen to hear the address and it was greatly appreciated by all.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

CLOSET SEAT HINGES

Hurtubise Limited, Montreal, Quebec.—Will you kindly give us the names of some manufacturers of closet seat hinges?

Answer.—The Canadian Brass Company, Galt, Ont.; The Stratford Brass Company, Stratford, Ont.

CONDOR TUNGSTEN BULBS

Messrs. McKinley & Northwood, Ottawa, Ontario.—Kindly advise us the direct importers in Toronto of genuine holland condor tungsten electric bulbs.

Answer.—Messrs. W. A. Hall, 164 King Street West, Toronto, Ontario.

HUMIDIFIERS

J. S. Mitchell & Company, Limited, Sherbrooke, P.Q.—There is a firm in Toronto who manufacture moisteners to hang on the side of a radiator. Will you please furnish us with their name and address?

Answer.—G. Ormsby Company, 175 Adelaide Street West, Toronto, Ontario.

TIN CANS

A. W. Dean, of 80 Park Street, Sydney, N.S.—Would you put me in communication with a firm that manufactures tin cans?

Answer.—The Thos. Davidson Manufacturing Company, Montreal; The Sheet Metal Products Company of Canada, Toronto; Macdonald Mfg. Company, Toronto; Neverfail Products Limited, Hamilton, Ontario; American Can Company, Toronto, Ont.; Soren Brothers, Toronto, Ont.; Wheeler & Bain, Toronto, Ont.; A. B. Ormsby Company, Toronto, Ont.; A. R. Whittall Can Company, Montreal, Que.; The Grimm Mfg. Company, Montreal, Que. There are several other firms in addition to these.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3729. **Hardware.**—A London firm dealing with Brazil are open to receive particulars from Canadian exporters of hardware.

3654. **Wire nails.**—A Glasgow firm of old standing would like to hear from Canadian exporters of wire nails.

3648. **Carriage, woodenware and hardware**—A manufacturers' representative in Kingston, Jamaica, wishes to obtain representation for Canadian manufacturers of carriage, woodenware and hardware.

3649. **Glass bottles.**—An independent purchaser in Kingston, Jamaica, desires to buy a gross of one pound glass sealers in Canada. Would prefer to buy directly from the manufacturer and will place further orders if initial shipment is satisfactory. Offers should be submitted to Canadian Trade Commissioner at Kingston.

3651. **Papers, ropes, twines, trunks and suit-cases.**—A manufacturers' representative in Kingston, Jamaica, seeks agencies in Canadian lines of printing paper, fancy stationery, wrapping paper, paper bags; ropes and cordage; trunks and suit-cases. Particularly anxious to be placed in touch with a Canadian manufacturer of wicker suit-cases.

3730. **General hardware lines.**—A Manchester firm of buying agents are open to handle lawn mowers, household labour-saving devices, wire nails, tacks, screws, refrigerators, wire fencing, barbed wire, clothes pins, washboards.

3728. **Hardware and metal.**—A London firm acting as agents for Australian importers are anxious to get into touch with Canadian firms in a position to export to Australia, hollow-ware, aluminum-ware, steel sections, sheets, plates, gas tubes, etc.

3656. **Lead sheets and zinc sheets.**—The above firm would be glad to hear from any manufacturers in Canada of lead sheets, zinc sheets, lead pipes and traps. This firm are revising their agency arrangements and applications will be welcome.

3655. **Steel products.**—A Glasgow firm of iron and steel merchants are open at any time to purchase quantities from Canada of soft steel billets for re-rolling, wire rods, angles bars (in mild steel), and also rails, if prices can meet continental. This firm are revising their agency arrangements, and applications will be welcome. They are understood to possess lengthy experience in the specification and manufacture of sundry "heavy" goods, their inspection, and testing, shipment, insurance and sale, etc.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

"REACH" ATHLETIC GOODS

The annual Reach Spring and Summer sporting goods catalogue and price list have recently been issued by the A. J. Reach Co., of Canada, Ltd., Brantford, Ont. This catalogue has a strong appeal for the followers of summer sporting events, with baseball requisites receiving a prominent place in the many illustrations contained in the forefront of the book. Tennis racquets, nets and other supplies are then listed with golf sticks and bags also profusely illustrated. The various requirements of such games as football and rugby have not been overlooked. Followers of boxing are als catered to in this handy booklet.

ASHDOWN'S SUMMER SPORTS CATALOG

The sporting goods catalogue for the summer season of 1922, has now been distributed to the hardware trade by the J. H. Ashdown Hardware Co., Ltd., of Winnipeg. Fishing tackle of every description finds a prominent place in the early portion of the booklet, while canoes and boating accessories are of interest to the summer recreationist. Baseball supplies occupy the usual premier position, and golf requisites, tennis and cricket goods are also featured. Lacrosse and football are other summer sports catered to through the medium of this catalog. Such sundries as velocipedes, coaster wagons and bicycles, conclude this interesting catalogue, which is well illustrated throughout.

YALE PRODUCTS

Catalog No. 25, has been issued by the Yale & Towne Manufacturing Co., Ltd., of Stanford, Conn., U.S.A. The complete line of Yale products is illustrated therein including Yale Builders' locks, padlocks, night-latches, cabinet and trunk locks, prison locks, tank locks, safe locks, Yale door closers and checks, Yale chain clocks, Yale electric hoists and Yale electric industrial trucks.

The catalog comprises some 450 pages, is well bound and freely illustrated throughout. An introductory section dealing with the history and origin of locks, is of particular interest. The production of the Yale lock, step by step, is outlined and a sketch of the progress of the firm is also given. The Yale Co. conducts its business in Canada through a subsidiary corporation, The Canadian Yale & Towne Ltd., having a plant which employs about three hundred people, at St. Catherines, Ont.

In addition to describing the various makes of locks, door sets and many similar products, photographs illustrating the construction of builders' locks, attract attention. Miscellaneous repair parts are also included and Yale display boards with assortment of night-latches are also featured. A portion of the book is devoted to keys and blanks. This section also includes locksmiths' repair tools. This catalog will no doubt find a ready place in any builders' hardware section.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of April 12, 1902.

Notice has been given at the Tutelle office in the court house, Montreal, by Messrs. Thomas J. Drummond, McCaul & Co., and Edgar McDougall of the Caledonian Iron Works Co., that they have since April 1, been doing business at Hamilton, Ont., under the style of the Canadian Iron and Foundry Co.

A new firearms company for the Dominion has been incorporated under the style of the Ross Rifle Co., Ltd., head office in Ottawa, capital stock $2,000,000. The incorporators are Sir Thos. Shaughnessy, Sir C. H. Ross, Bart., Hon. Wm. Gibson, Hon. F. L. Bergue, D. D. Mann, Frederic Nicholls and Wallace Nesbitt.

The election of officers of the Kingston, Ont., Board of Trade resulted as president, G. Y. Chown; secretary, R. J. Carson; Messrs. J. McKelvey, J. Redden, E. Pense, Ald. Carig, J. Minns, J. Hewton, A. Chadwick, H. Richardson and W. B. Skinner.

The Maple Leaf Harvest Tool Co. Ltd., Tillsonburg, is applying for incorporation. Names of the applicants all of whom will be provisional directors include: C. J Shurley, Galt; J. C. Dietrich, Galt, and others.

It is stated with authority that the great hardware jobbing interests of the United States have consolidated into a gigantic trust, capitalized at $120,000,000.

H. Wilson who formerly managed for Clare Bros., will in future handle the goods of Finlay Bros., Carleton Place and furnaces of the Ottawa Foundry Co.

The James Smart Mfg. Co., are adding a full line of wholesale hardware to the stoves and furnaces with which they opened their warerooms last fall.

The Superior Portland Cement Co, Ltd., has been organized to work marl deposits at Caledon Lake, Ontario.

The Hobbs Hardware Co. Ltd., London, Ont., have been incorporated with capital of $300,000.

R. J. McConnell hardware merchant, Carman, Man., was married last week.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER lengthy list of price changes features the current hardware markets. Lower quotations have been announced on square and hexagon head cap screws, set screws, Champion scales, the Clayton & Lambert line of torches, semi-finished nuts, different lines of hand and wagon warehouse trucks, cotter pins, air rifle shot in tubes, various sizes of wooden cork-lined faucets, water glass, ice tongs, and mop wringers. Western markets record easier quotations on Toledo stocks and dies, band saws and soil pipe and fittings. On the other hand, advanced prices appear on linseed oil, fuel oil, lawn rollers, and skate screws. Eastern distributing centres also report a slight upward revision in soil pipe discounts, this change now placing quotations on these products nearer to a uniform basis. The strength recently apparent in the steel industry, is being more or less reflected in the market tone on numerous finished steel products, and indications of higher quotations on such lines as machine and carriage bolts and nuts have been noted. The recent pig iron advance heralds the general price tendency in steel, with the stiffening in the sheet markets having reached the stage where some higher quotations are developing on domestic quarters. An increased demand for crude oil with activity in forward booking, is described in some quarters as one of the resultant effects of the southern coal strike, large consumers of coal being interested in the adaption of fuel oil to meet their requirements in the event of the duration of the miners' strike. Radio equipment is in exceptionally brisk demand, producers stating that the supply is at present inadequate, although increased output is looked for. The advance in linseed oil prices reflects the trend of flax seed, coupled with an improvement in the movement to consumers. Scrap materials record a slightly firmer tone, while increased interest in such metals as spelter, tin, and antimony, has improved certain ingot markets. Lead still remains the strongest of this group. The effect of the steel situation on specific hardware products, is apparent in the firmer tone on corrugated sheets, eavestrough, conductor pipe, wrought piping, wire goods and similar lines. The warmer weather has induced the shipment of early summer goods, while general activity in seasonal buying is now indicated in the improved reports noted from both wholesale and retail circles.

Montreal Markets

MONTREAL, April 27.—There is again a number of price changes on the local hardware markets, and revisions both upward and downward are of special interest. Square and hexagon head cap screws and set screws are lowered in price through a change in discounts, while in compression goods, bath cocks and brass steam cocks are reduced in price. Cotter pins have revised discounts, and cork-lined wood faucets have new lower prices on the various sizes, and semi-finished nuts are reduced throughout. A price advance is recorded in certain sizes of soil pipe, the discount on these sizes being changed from 47½ per cent. to 45 per cent. The four-inch pipe and all sizes of fittings are unchanged. A reduction of approximately ten per cent. is made on the different lines of hand and wagon warehouse trucks, and a similar change appears on air rifle shot in tubes.

LOWER QUOTATIONS ON CAP AND SET SCREWS

Montreal

Through a change in discounts, cap and set screws are now quoted at lower prices. Square and hexagon head cap screws are now less 55 per cent., set screws having a new discount of 60 per cent. off.

REVISED DISCOUNTS ON COMPRESSION BATH COCKS

Montreal

Revisions are again made in the discounts on certain lines of compression goods, and lower prices now appear on compression bath cocks and brass steam cocks. The discount on the former is changed from 38 per cent. to 41 per cent., and standard steam cocks are now quoted at 50 off, the former discount being 43 per cent. Distributors of these products state that current trade is gradually improving, and is apparently following the trend of building activities. New construction is evident from week to week, and as this advances, the more extensive use of valves, bibbs and other compression work will be necessary. Following are present discounts, with the revision on the above two lines noted:

COMPRESSSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N.P. "P" and "S" traps	40%

LOOK FOR EXPORTS TO STIMULATE SCRAP

Montreal

Local dealers in scrap metals and other waste materials state that a slightly better feeling now exists in the market, and an improvement in lines of iron and steel is noted. Although this betterment is only of a very moderate nature up to the present, it is taken as a hopeful sign after the past quiet months. The opening of export trade

is now stated to be the factor that must be looked to for marked improvement in the scrap situation. If European countries can enter the market this season to a greater extent than has been possible in the last few years, scrap will again become active after the long drawn out period of quietness. Although the effect of the coal strike on the steel industry may have a tendency to stiffen prices on certain lines of scrap, there is no indication of any firmness from this factor up to the present, and following are nominal quotations:

Automobile tires		0 50
Rubber shoes		0 02¾
Yellow brass		0 05
Red brass		0 08¼
Light brass		0 03½
Scrap zinc		0 03
Lead, heavy		0 04
Lead, tea		0 02
Light copper		0 08
Heavy copper		0 10
Wrought iron, R. Rd., No. 1 per gr. ton		9 00
Malleable scrap (ton)		8 00
Pipe scrap (ton)		6 50
Heavy melting steel	6 50	7 00
No. 2 busheling,		3 00
Boiler plate		7 00
No. 1 machinery cast		20 00

SHEET MARKETS IMPROVE TONE IN CORRUGATED

Montreal.

The past week has brought little or no change in the market for corrugated sheets. Demand is still on the road to improvement, and the later Spring and Summer months should bring a fairly active movement in these lines, according to local distributors. With the stiffening of prices in flat sheets, and other steel products, the undertone of corrugated continues on a firmer basis. For the present, however, following are list prices and discounts:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

SLIGHT REVISION IN SOIL PIPE DISCOUNTS

Montreal

Discounts on 2, 3, 5 and 6 inch soil pipe are changed from 47½ per cent. to 45 per cent. The best selling size, 4 inch, and pipe fittings are unchanged at former levels. This slight advance on certain sizes is being quoted by most jobbers, although there are a few who are maintaining former lower quotations.

For some time past current quotations on these products have been considered low, the last reduction, made some time ago, was claimed to be necessary because of outside competition, and market conditions did not warrant easier prices at that time. Business in these lines gradually improves with the trend of activity in building circles, and a fairly active season is expected to follow. Revised discounts are the following:

SOIL PIPE—	
2 and 3 inch	45%
4 inch	50%
5 and 6 inch	45%
Fittings—	
2 to 6 inch	50-10%

NEW LOWER PRICES ON COTTER PINS

Montreal

New lower prices are given on cotter pins through a revision in discounts. These are now quoted at less 82½—40—10 and 10 per cent.

EASIER PRICES ON CORK LINED FAUCETS

Montreal

New lower prices are announced on the various sizes of wooden cork lined faucets. No. 2 is now quoted at $1.35; No. 4 at $1.80; No. 6 at $2.20 and No. 8 at $2.60 per dozen.

REVISED DISCOUNTS ON SEMI-FINISHED NUTS

Montreal

Through a change in discounts, quotations on semi-finished nuts show a reduction. New discounts are: up to 9/16 in., 65 per cent.; 5/8 to 1¼ inches, 60 per cent. and 1 3/8 in. to 2 in., 25 per cent. off.

IMPROVED TONE IN WROUGHT PIPE MARKETS

Montreal

Local manufacturers of wrought iron and steel piping describe the present tone of the market as somewhat firmer, although the strength is not yet of such a marked nature as is evident in many other lines of steel products. There is no present indication of a revision in prices, and the market is fairly steady with list No. 54 the selling basis. Current business is now making favorable progress, sales showing a gradual increase as the weeks pass.

SOMEWHAT BETTER TRADE IN PIPE FITTINGS

Montreal

With quotations remaining at former discounts, trade in pipe fittings is said to be gradually improving. Orders are mostly for small quantities, but are quite numerous, bringing the average volume to fair proportions. Unchanged prices and discounts are the following:

PIPE FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

IMPROVED TONE IN LEAD AND ZINC PRODUCTS

Montreal

Manufacturers of lead and zinc products state that the business in these products is slowly developing along satisfactory lines, and each week shows a slightly better movement. Building activity is now reflecting on many of these lines, especially those more extensively used by plumbers in new building installations. The tone of the market is described as somewhat firmer since the revision of a few weeks ago. Lead on primary markets has recently been reported stronger, while tin has made extensive advances also. Insofar as solders are concerned, copper seems a little backward but the markets on the whole are much improved. Unchanged quotations are as follows:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs., sq. ft.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

REDUCED PRICES ON AIR RIFLE SHOT

Montreal

A reduction of 75 cents per hundred is made on air rifle shot in tubes, present quotations being $6.25 per hundred.

KEEN INTEREST NOTED IN STEEL SITUATION

Montreal

The steel situation is still a matter of great interest among local distributors. The market is described as remaining decidedly firm, and although higher prices on bar and steel were thought likely, there is no change in the local quotations up to the present.

It is stated, however, that apart from a stronger tendency because of a better demand, the coal strike will gradually have a more direct bearing on the situation.

It is pointed out by others that mills in some instances have not been hampered, and advices are to the effect that production will not be disturbed for some weeks yet. Warehouses are now carrying heavier stocks than formerly in anticipation of the possibility of future delays in delivery. In the meantime prices continue to stiffen at primary centres with demand losing none of its recent improvement. Following are unchanged local price levels:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

FIRM UNDERTONE STILL EVIDENT IN SHEETS

Montreal

There is no change in local quotations on black and galvanized sheets, al-

though the stiffening tendency is still apparent, and according to certain distributors, who predicted advanced prices, developments in the near future would not be surprising as the situation has lost none of its strength. The coal strike with delayed deliveries and lower stocks resulting, is now looked upon as the factor to produce any movement in an upward direction. The market is said to be in a firmer position because of a more active demand, but the strength resulting from this is hardly sufficient to increase prices. Insofar as the English market is concerned local importers claim that higher price levels, recently announced there, would probably have a stiffening effect here when navigation enters this port in a more extensive way. Unchanged nominal price levels are as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.		
10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

CANADA PLATES

Half Bright—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

EASIER PRICES RECORDED ON WAREHOUSE TRUCKS

Montreal.

Manufacturers of warehouse trucks announce a reduction of approximately 10 per cent. on store and factory trucks, wagon trucks, hand trucks, bag and barrel trucks, railway trucks, packing house trucks, etc.

EAVESTROUGH TRADE AGAIN MORE ACTIVE

Montreal.

Current business in eavestrough, conductor pipe and sundry lines is again described by manufacturers and distributors as improved. The movement of these products has been more or less spasmodic during the earlier spring, and in recent weeks trade was reported as moderate. With conditions, such as low dealer stocks and favorable weather, a continued improvement is looked for in the ensuing weeks. Quotations are unchanged, and following are list prices and discounts:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

3 inch	6 00
4 inch	10 50
Plain or corrugated.	dozen
2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

STRENGTH IN LEAD FEATURES METALS

Montreal.

The tone of the metal markets is described as generally satisfactory, the two metals showing most strength being lead and spelter. While the advance in price has not as yet been followed by any marked increase in consumption locally, this will probably follow in due course.

TIN.—This has been somewhat irregular in London, but remains above the £150 mark. Opinions differ somewhat as to this metal, but stocks are no doubt gradually being lessened and while it is not thought likely that there will be any immediate advance to any extent, it should ultimately work to higher levels. Locally supply is none too ample with the market firm at 35 cents.

COPPER.—New York is rather quiet but the feeling is fairly good, and there seems no pressure to sell. Producers are firm in their ideas of about 13 cents delivered. London shows little change, and there is no immediate sign of any particular change in either direction. The market locally is slightly firmer at 17 cents, for electro and 16½ cents for casting.

SPELTER.—This metal continues to advance, and the position seems quite sound. East St. Louis is well over the 5 cent mark for spot, and futures command a premium. The London market is also quite firm and supplies available are evidently not large. Local market is firm at 7¾ cents.

LEAD.—Lead continues to show strength, and the American market has now advanced almost one cent per lb. in about six weeks. The trust prices are again advanced this week. London is also firm, and metal has been exported from London to the U. S. A. showing scarcity of spot metal on this side. Locally this metal is quoted higher at 7 cents.

ANTIMONY.—Antimony is quiet with little changes in prices, although outside markets indicate that there is a little gain being made. Quotations remain at 6½ cents for Chinese, and 7½ cents for high grade English.

ALUMINUM.—The movement of this metal is still slow, and little or no change is reported in the market. It is still being quoted at 24 cents.

Toronto Markets

TORONTO, April 27.—Price developments are again more numerous this week, both advances and reductions being recorded on various products. A ten per cent. decline in quotations on Champion and household scales features the list of reductions, while other easier levels appear on roller skates, water glass, the Clayton & Lambert line of torches, ice tongs, nickel and nickel specialties. Revised discounts also bring lower quotations on both square and hexagon head cap scraws and set screws. Advanced prices have been announced on lawn rollers, fuel oil and skate screws. With the strength recently apparent in the steel industry being reflected in the market tone on numerous finished steel products, rumors of higher prices on both carriage and machine nuts and bolts have been noted. The advance in pig iron heralds the price trend in iron and steel lines generally, while further strength is recorded in sheet circles with some higher quotations developing on domestic quarters. There is a slightly stronger tone in some scrap materials, with lead remaining the firmest metal in the ingot group, while other metals such as antimony, spelter and tin register increased consumer interest.

ADVANCE RECORDED IN FUEL OIL QUOTATIONS

Toronto

An advance of half a cent per gallon has been announced in prices of fuel oil. The revised quotations are included in the current market pages, and are attributed to increase demand for crude oil, both on the domestic and primary centres.

There is reported some disposition to contract ahead for fuel oil, according to recent indications from southern markets, this being attributed in certain quarters to the uncertainty as to future coal supplies caused by the strike of miners. The increased demand for crude oil has resulted in a firmer undertone, although no radical changes in the general situation have been recorded. It is

pointed out that steel producers, railroads and other large consumers of coal made preparations for the strike by piling up huge stocks. Therefore, no immediate shortage of coal exists, but should the strike last indefinitely and supplies of coal become nearer exhaustion, fuel oil may enter into greater demand. Gasoline has continued very firm during recent weeks, but naturally increased consumption of this product at the current season of the year, tends to firm up the market. Coal oil remains fairly dull, with little variation noted in refined and lubricating products.

FUEL OIL—

In barrels	0.10.40
In tank wagons	0.09.40
In tank cars	0.08.40

WATER GLASS PRICES LOWER THIS SEASON

Toronto.

Prices on water glass are announced this week, the quotation this season being lower than formerly. The new level is $1.50 per dozen packets.

SLIGHT REDUCTION IN PRICES ON TORCHES

Toronto

A slight reduction is also noted this week in prices on the Clayton & Lambert line of torches. Revised quotations follow: No. 122, $7.25; No. 208, $10.25.

ICE TONGS ALSO ON EASIER PRICE LEVELS

Toronto

Ice tongs are also included among the list of products recording easier price levels this week. These are now quoted as follows: 14½ inch, $16.80 per doz.; 17 inch, $19.80; 24 inch, $27.60 per dozen.

INCREASED QUOTATIONS ON SKATE SCREWS

Toronto.

An upward revision has been announced on skate screws. These products are now quoted at 35 cents per carton, which is an advance of three cents over the previous level. In oval head bright, sixteen 3/8x6 and eight 5-8x6, equals one set. In round head bright skate screws, sixteen 7-16x6 and eight 5-8x6 equals one set.

ADVANCE IN PRICES ON LAWN ROLLERS

Toronto.

An advance has been made in prices on lawn rollers. Following are the revised levels on these products: No. 206, $16.00; No. 207, $21.00; No. 209, $22.00 each.

HIGHER PRICES ON BOLTS AND NUTS RUMORED

Toronto

Following the recent upward revisions in current price levels on many finished steel products at southern primary markets, and the reflected stiffening in similar quotations on the domestic centres, there is now apparent a rumour that a revision in discounts on bolts and nuts, both machine and carriage, is pending which will result in higher quotations on these goods.

REVISED DISCOUNTS ON SET AND CAP SCREWS

Toronto.

Revised lower price levels are now evident on both square and hexagon head cap screws and also set screws, through revised discounts. Set screws are now 60 per cent off, and cap screws 55 per cent.

REDUCED QUOTATIONS ON ROLLER SKATES

Toronto

A slight reduction has been announced in prices on roller skates. The new quotations follow. No. 2, $0.95 per pair; No. 3, $1.05; No. 6, $1.55; No. 10, $1.75 per pair.

TEN PER CENT DECLINE IN SCALE QUOTATIONS

Toronto.

A reduction of ten per cent. has been announced in quotations on the Champion and Household scales. These products are now shown at list less ten per cent. compared with the previous net-list prices. Under the revision, however, quotations do not include stamping as formerly.

LOWER PRICES ON NICKEL AND NICKEL SPECIALITIES

Toronto.

The International Nickel Co. has announced a new price list on nickel, monel metal and nickel specialities, showing a marked reduction from previous quotations. Nickel shot, ingots and electrolytic are reduced five cents per pound and hot rolled rods ten cents per pound. Cold drawn rods are twelve cents per pound lower.

INCUBATORS REGISTER BRISK SEASONAL TRADE

Toronto.

Manufacturers and distributors of incubators state that these products have experienced an exceptionally good demand this season, and not only have repeat orders been more numerous, but there is reported a shortage of some models.

RADIO EQUIPMENT IN ACTIVE DEMAND

Toronto.

An active demand for radio equipment complete sets and accessories still continues, as does the difficulty of producing adequate stocks to supply the demand from wireless enthusiasts in both city and districts.

PIG IRON ADVANCE HERALDS PRICE TREND

Toronto

The increase of $2.00 per ton on pig iron recently quoted on the domestic markets, serves to indicate the general strength of the steel industry, due to the fact that this product constitutes the basic element in manufactured steel goods. Distributors of bar products, in some quarters, herald the advancing pig iron quotations, as the forerunner of higher prices on iron and steel generally, and coupled with the stiffening recently recorded in these markets, the stronger tone is appreciably evident in practically all phases of the industry. Not only has the turn in the matter of prices on steel lines been made—at least for the present—but the trade is well on the road to recovery, due to the influences combining in the improved demand recently noticeable. Shipments from the mills are less prompt, than during the past few months, and warehouse stocks are heavier. Current quotations follow:

IRON AND STEEL—

Mild steel bars, base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

SOIL PIPE DISCOUNTS NEAR UNIFORM BASIS

Toronto

Discounts on soil pipe and fittings between eastern and local distributing centres are now on a more uniform basis through the recent anouncement from Montreal that a revision has been made on quotations covering 2, 3, 5 and 6 inch sizes. Little variation has been recorded locally, the movement of these products registering a satisfactory volume for this season of the year, with manufacturers and distributors keenly alive to the increased opportunities provided by the current building activity. Following are prevailing discounts:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

WROUGHT PIPE SHOWS GAIN IN STRENGTH

Toronto

A stronger tone is now evident in wrought piping, this tendency being a reflection of the stiffening in quotations on steel products generally. The demand for steel pipe has also increased slightly, both on the domestic and primary markets. Prices in the south are described as firm, and this tendency is more or less expected to spread, based upon recent developments in basic materials. For the present, list No. 54, continues to govern domestic quotations.

ACTIVE MOVEMENT IN BUILDERS' HARDWARE

Toronto

There is apparently evidence of additional momentum to the current movement of builders' hardware, and supplies of this nature are beginning to experience a brisk demand. These products are considered to constitute one of the most active departments in the hardware trade this season, chiefly owing to

the activities being launched in construction circles generally. Both wholesalers and merchants in various localities report fairly extensive orders for a variety of goods. With building programs assuming large proportions with each successive month, a corresponding improvement in the sale of builders' hardware is generally anticipated.

FURTHER STRENGTH ADDED IN SHEET MARKETS

Toronto.

The sheet market not only continues to reflect the firmer tone recorded during the recent weeks but distributors of these products now state that higher levels are practically looked for within the near future. Warehouses and consumers have had to book ahead due to the fact that the mill delivery changed with the advent of greater demand, and prompt shipments cannot be depended upon to supply immediate needs, as heretofore. While recent base quotations remain nominally unchanged, some higher price levels than $5.25 for galvanized, have already made their appearance locally. It is stated that sheet mills are particularly favored regarding stocks of coal, but heavier operation and the uncertainty as to the duration of the strike adds further strength to the sheet markets generally. Following are prevailing average local price levels:

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
13 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18-20 gauge	4 05	4 80
22-24 gauge	4 10	4 85
26 gauge	[illegible]	[illegible]
28 gauge	4 25	5 00

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier	and Apollo
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 10c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE	
IC, 14 x 20, 112 sheets	11 50

GRADUAL IMPROVEMENT RECORDED IN TROUGH

Toronto.

The current movement of eavestrough is considered fair, with brisker trade generally looked for during the following months. The stiffening of prices on primary steel markets, has resulted in a slightly firmer undertone in these products also. As is the case with materials required in construction work, seasonal activity in this respect is generally looked for. Quotations at present, remain at the following levels:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

SLIGHTLY STRONGER TONE IN SOME SCRAP METALS

Toronto.

On the current waste material markets it is noted that certain red and yellow scrap metals are a little stronger in tone. Dealers' quotations continue around the same levels, but any improvement in virgin copper is stated as likely to be reflected in price levels on waste. Ferrous scrap is described as a little stronger also, with orders only for hand-to-mouth consumption being obtainable as yet. Following are the usual averages of dealers' local buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	7 00	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	16 00	17 00
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	14 50	15 00
Scrap Metals.		
Heavy copper and wire	10 00	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

ELECTRIC RANGES AND OIL STOVES POPULAR

Toronto.

Manufacturers and distributors of both electric ranges and oil stoves continue to report a good movement of these products. Activity in consumer demand for electric ranges has been stimulated by the degree of new homes being erected, combined with the recent widespread interest in electrical development. The usual summer season for oil stoves, has given rise to the assurance from manufacturers that an even better season in this respect is generally looked for, and with the warmer weather now apparent, the movement is already under way. Prices on the latter products remain at the revisions recorded a short while ago, while market conditions in general are described as more stable.

LEAD REMAINS FIRMEST METAL IN GROUP

Toronto

Lead, antimony, aluminum in the order named, provide the features of an otherwise quiet ingot metal market. Lead as previously noted, remains the firmest of the group, with increased activity recorded. More interest has been noted in antimony, and while current trading is a little quieter than last week, prices have continued steady. Some increased business in aluminum has been responsible for new life being displayed in this metal, but few marked developments have been recorded. Copper conditions are quiet with the current situation in the tin markets also described as moderate.

COPPER—Current business in copper on the domestic markets continues of rather narrow proportions, while reports from primary sources indicate that export trade is also more or less moderate. Copper consumers are stated to be operating more actively, and the general tone of the metal is fundamentally unchanged. Local prices remain at 16½ cents.

TIN—This metal has remained quiet on both domestic and primary markets. There has been a little more activity in London, with some increase in prices, but these changes have not affected the general situation. The quotation of 34 cents, covers the average local trading.

LEAD—As recently noted, lead is the firmest metal of this group, and prices on southern centres have been described as on the increase. Business in lead has also improved, and the undertone of the market is firm. Domestic quotations are much steadier at $6.50.

SPELTER—Prices on spelter tended to ease a little on primary markets at the commencement of the week, to be followed later by a slight increase in activity which served to steady the general tone. More inquiries are reported for this metal. Domestic quotations remain unchanged at $6.75.

ANTIMONY—The firmer tendency recently noted in antimony is being generally maintained, although recent trade has been quiet, the market remains steady. A continuance of the gain in strength would tend toward slightly higher levels. Meanwhile, the local prices continue around 6 and 7 cents.

ALUMINUM—Increased business in aluminum is reported from southern centres, with prices exhibiting a firmer trend. Locally, the general situation in this metal is practically unchanged, with quotations hovering between 26½ and 27 cents.

London Markets

LONDON, April 27.—While price developments on the current hardware markets are not so extensive this week, the feature interest is attached to the general improvement reported in the volume of business. Seasonal trade was to some extent handicapped by inclement weather, and with the advent of warmer days, many lines now show improved activity. Collections are described as in good shape, an improvement having been noted in this respect with the general betterment in trade conditions.

LOWER PRICES ON MOP WRINGERS ON PAIL

London

A reduction has been announced in prices on mop wringers on pail, the change being approximately ten per cent. lower. Following are revised quotations:

MOP WRINGERS—
Domestic, $30.00 per dozen.
Standard, $33.00 per dozen.
Janitor, $42.00 per dozen.

FIRMER TONE IN OIL REFLECTS SEED TREND

London

With a gain of several points in the flax seed markets, this improvement has been reflected in the undertone on linseed oil. Quotations on oil, however, generally remain at the recent revised levels, with the current demand of fair proportions for this season of the year.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal	1 05	1 08
3 to 5 bbls., per gal.	1 04	1 07
6 to 9 bbls., per gal	1 02	1 05
Less barrels, add 15 cents gal.		

TURPENTINE SUPPLIES OF MODERATE NATURE

London

Little fundamental change has been recorded in the turpentine markets during the past week. Locally, stocks are still reported as low, with fresh shipments expected to be quickly distributed owing to the general demand. Prices average the following levels:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 30
2 to 4 bbl. lots	1 29
5 gal. lots	1 45

SEED DRILLS AND CULTIVATORS SELL WELL

London, Ont.

Seed drills and cultivators in general are now selling in seasonable volume. Following are the current prices on the Eureka line:

DRILLS—
No. 1—$9.00 each ; No. 2, $11.00 each.
CULTIVATORS—
No. 4, $4.50 each., No. 8, $6.00 each.; No. 10 $6.50 each.

LOOK FOR BETTER SALE IN GARDEN TOOLS

London, Ont.

Amateur gardeners and others who delight in digging operations at this season of the year, have had their endeavours slightly retarded recently owing to the uncertain weather which has prevailed. Garden and harvest tools, however, are now entering a better movement, and a good season is anticipated. Quotations remain at list less sixty per cent.

CALL FOR WHITE LEAD IN OIL CONTINUES

London, Ont.

The improvement recently noted in the demand for white lead in oil is described as continuing, and dealers generally look for a fair seasonal movement of this product. Prices remain steady at the previous levels, which follow:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

IMPROVED MOVEMENT RECORDED IN PUTTY

London, Ont.

There is also a good seasonal sale of putty now generally noticed, this product registering a fairly satisfactory movement for this time of the year. Prices remain unchanged at the following levels:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

STEADY DEMAND NOTED FOR WINDOW GLASS

London, Ont.

Window glass continues with a fair seasonable demand, and quotations for the present appear steady. A fair amount of building in this locality has caused merchants and distributors of window glass to look for improvement in the demand as the season progresses. Unchanged quotations follow:

WINDOW GLASS—
Single Diamond, net list
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

EASIER PRICE LEVELS ON LAMP BLACK

London, Ont.

The new quotations recently announced on lamp black, record a reduction in price of approximately fifteen per cent. The revised quotations follow:

LAMP BLACK—
¼ lb. packages, 44c. per lb.
½ lb packages, 35c per lb.
1 lb. packages, 28c. per lb.

SLIGHT IMPROVEMENT IN ROPE MARKETS

London, Ont.

Distributors of rope and cordage now report that sales of these products continue to show improvement. Prices remain unchanged, at the following levels, with a fair season generally looked for:

ROPE—	lb. base
Pure Manilla	23c.
Beaver Manilla	20c.
New Zealand Hemp	20c.
Sisal	18c.

GOOD SEASONAL SALE OF POULTRY NETTING

London, Ont.

A good seasonal sale continues for poultry netting, this product being one of the primary Spring lines. Quotations on the 1 and 2 inch mesh remain at list less 12½ per cent.

ROLLER SKATES STILL IN POPULAR DEMAND

London, Ont.

Roller skates are among the popular lines at this season of the year, the current movement being reported as brisk. Quotations remain unchanged at the following levels:
No. 3, plain, $1.10 per pair.
No. 5, ball-bearing,$2.65 per pair.

Winnipeg Markets

WINNIPEG, April 27.—Price reductions are again noticeable on the current hardware markets, easier levels having been recorded this week on soil pipe and fittings, the Toledo make of stocks and dies, and band saws. Through a revision in the discounts, higher prices are now effective on wood screws. A firmer situation is evident on many finished steel products, with the stiffening in market tendencies being particularly noticeable on galvanized sheets, and bar iron. Builders' hardware lines are registering increased activity, while jobbers are now more optimistic regarding the trade outlook during the ensuing months.

LOWER PRICES ON SOIL PIPE AND FITTINGS

Winnipeg

Through a revision of discounts on soil pipe and fittings quotations are now slightly reduced. Following are the revised discounts.

SOIL PIPE—
2 and 3 in., 27½ per cent. 4 in., 37½ per cent. 5 and 6 inch, 32½ per cent. 8 inch, 10 adv.
SOIL PIPE FITTINGS—
2 and 3 in., 47½ per cent. 4, 5, and 6 in., 50 per cent. 8 in., 10 per cent. adv.

BAND SAWS ALSO ON EASIER PRICE LEVELS

Winnipeg.

Through a change made in the discount, band saws are quoted lower. The revised discount is 15 per cent.

BAND SAWS—
New List Prices:
⅛, 13c. per ft. ¼, 13c. per ft. 5-16, 14c. per ft. ⅜, 14c. per ft., ½, 15c. per ft., ⅝, 16c. per ft. ⅜, 14c. per ft., ½, 15c. per ft., ⅝, 16c. per ft, ¾, 18c. per ft., 1, 22c. per ft., 1¼, 26c. per ft., 1½, 32c. per ft.

REVISED DISCOUNTS BRING HIGHER SCREW PRICES

Winnipeg.

A revision has been announced in discounts on wood screws, resulting in an increase all through the list. Following are the new discounts:

WOOD SCREWS—

Flat head bright, 80 per cent. Round head bright, 77½ per cent. Flat head brass, 75 per cent. Round head brass, 72½ per cent.

REDUCTIONS IN TOLEDO STOCKS AND DIES

Winnipeg.

Lower prices are recorded on Toledo stock and dies, these products now being quoted as follows:

STOCKS AND DIES—

No. 1, $16.80 per set.; No. 2, $71.40 per set; No. 3, $192.50 per set.

EXTRA DIES—

No. 1, $1.75 each; No. 2, $6.12 each.; No. 3, $8.96 each.

FIRM TONE NOTED IN SHEETS AND PLATES

Winnipeg

Higher prices are looked for on sheets and plates by local distributors in the near future. Improvement in the domestic markets and the firmer tone at primary centers is described as contributing to revisions of this nature. Following are the present prices:

BLACK SHEETS—	Per 100 lbs.
10 ga.	5 35
12 ga.	5 40
14 ga.	5 45
16 ga.	5 50
18 and 20 ga.	5 90
22 and 24 ga.	6 00
GALVANIZED SHEETS—	
10¾ oz.	7 90
28 ga.	7 50
26 ga.	7 20
24 and 22 ga.	7 05
18 and 20 ga.	6 90
16 ga.	6 75

Hamilton Markets

HAMILTON, April 27— The stiffening of prices and the general improvement both in demand and consumption, remain the features of the steel industry. The coal strike has now assumed greater importance from an operating viewpoint than was originally calculated upon, but domestic centres have not yet reflected any immediate price changes, beyond the firmer tendencies in such products as bar iron and steel, sheets, wire goods, wrought piping and similar products.

Buying of steel has recently been stimulated by the increasing inability of the mills to make prompt deliveries, and consumers have found that they must lay in some stocks instead of relying immediately on producers, as has been the practice for some months past. While early reports tended to discount the importance of the coal strike, as affecting the iron and steel industry, yet it has recently become evident that there is generally developing a very firm trend in iron and steel prices, which producers in some quarters are attributing to the resultant effects of coal strike conditions. As previously pointed out, some advances have already been made in southern markets, but to what extent this movement is likely to develop, or whether it will also effect domestic products, are interesting factors in the prevailing situation.

Wire Products Active

The market for wire nails and staples, also other wire products, is now very firm, and jobbing houses state that they would not be surprised if revision would follow in the near future. Manfacturers of these products in the United States, recently announced higher quotations, and under prevailing indications, it is considered only a question of time before similar advances reach domestic centres. These lines are therefore, reported as active throughout wholesale circles at the present time.

It is noticeable that pig iron has now advanced $2.00 per ton on the domestic centers, and as this forms the basic commodity of the steel industry, similar changes in quotations on finished steel products are considered as developing. This is particularly evident in galvanized sheets, higher and base prices being more or less anticipated in the near future. A rumor has also been noted regarding advanced price levels on bolts and nuts, some revision in discounts on these products being under consideration.

Collections are now reported better by some houses, while others state they are having just as much trouble as ever to keep their accounts up to normal. This depends to a certain extent on the district where the accounts are located, and the condition of the industry upon which the general life of the community there depends.

There is a steadily increasing and good demand for baseball requirements in preparation for the current season. A shortage on some lines has already been reported in certain quarters. Repeat orders are looked for in these products, and other sporting requisites are also commencing to move in satisfactory volume.

Spring Weather Arrives

Builders' hardware continues to register activity, while spring goods in general record a swinging stride with the accompaniment of more seasonably weather. Early shipment of many summer lines is now reported, and the general hum of business life denotes brisker trade in practically all phases of the hardware industry. Increasing demand is undoubtedly greatly assisting towards the general betterment in most markets, and activity in jobbing circles becomes more evident each week. Business is now described by wholesalers as seasonably good, with every indication of fair trade being witnessed throughout the remaining months of Spring and Summer.

Increased activity among lines of garden tools is now being felt, while one local dealer aroused considerable interest in these products with a timely window display. The result was a decided increase in the proportionate sale of garden tools, over the corresponding week of the previous year. The varnish and enamel industries have also experienced a well-stimulated demand during the past few weeks. The general adoption of the Save-the-Surface campaign has proved particularly effective throughout Hamilton and the surrounding districts. Paints and brushes have become most active lines during recent weeks, with a greater volume anticipated as the season progresses.

Pittsburg Markets

PITTSBURG, April 27.—In the past few days production of coke has been approximately stationary, at about one-third the rate in March. There have been a few fresh strikes, at individual works, while on the other hand some men have returned to work and the working forces are better aligned for production. The shipments of coal out of the region are reduced more than the production of coke in the region. The regular union strike, in the Pittsburgh and other union districts, proceeds without incident and no developments in it are to be expected in the near future. The union strike was expected to last anywhere from two to six months. The non-union strikes, which are important only in Western Pennsylvania and West Virginia, are expected to begin waning about May 1. These non-union workers are not accustomed to striking, while with the union coal miners striking is quite a habit, as there has been a "suspension" almost every time the biennial scale has come up in the past quarter century. Since the war there have been two offdate strikes, a big one late in 1919 and a group of little ones in the late summer of 1920. The probability is the non-union strikes will be over before the regular union strike comes to a head. The United Mine Workers cannot pay strike benefits to its own men, not to speak of the non-union men it has induced to strike.

As a matter of bare fact there is little doubt that the coal strike has been a blessing in disguise for the steel market. There would have been trouble if buying and production had kept on increasing at the phenomenal rate of the first three months of the year, for no one can possibly imagine that consumption of steel has been increasing at any such rate. After a drastic liquidation in stocks of steel in 1921 the country was stocking up, partly in anticipation of the coal strike and partly in anticipation of better business. Now the coal strike is retarding further increases in production while it is stiffening steel prices, some

(Continued on page 60)

Planning A Local Clean up Paint up Campaign

Hardware Merchants Can Profitably Initiate Such Campaigns—Arouse Civic Interest and Enthusiasm by Meetings and Appointing Committees Representing Women's, Children's, Industrial, Commercial, Publicity and Other Interests

LOCAL CLEAN up and Paint Up Campaigns wi l do a great deal in the spring season of the year to stimulate local trade in paints and also in many other hardware lines. A campaign is being inaugurated in Toronto this year, the various hardware merchants pooling a fund to purchase advertising matter, etc. In this the paint manufacturers are taking a leading part. The co-operation of the various city departments is being sought with a view of having garbage wagons and other city vehicles carry banners proclaiming Clean Up Week, and to encourage as far as possible the cleaning up of yards, alleys, front lawns, buildings and of painting them to keep them clean. This week in Toronto is to be the second week in May, but in many other instances the campaign is held earlier.

In Winnipeg a meeting of citizens was called to arouse enthusiasm and appoint officers. C. H. S. Bamford, sales manager J. H. Ashdown Hardware Co., Winnipeg, was chairman. A campaign was instituted to raise $6,000 which would cover the cost of the campaign. The organization consisted of a chairman, 1st, 2nd and 3rd vice presidents. A general executive was formed representing various interests including publicity, women's division, municipal, industrial, commercial, beautifying and juniors' division.

In other cities as well, Clean Up and Paint Up campaigns will be conducted at this time, and to assist in the formation of these a few details are given herewith.

If there is going to be a campaign in your town and you link up with it, you stand to secure some substantial profits, in addition to doing a mighty useful work in brightening up and improving your community.

If there isn't, why not sit down right now, think the matter out, decide there WILL be a Clean Up and Paint Up Campaign—and take the initial steps to start it yourself.

The annual Clean Up and Paint Up Campaign isn't a fad. In scores and hundreds of communities it is an established institution doing a vital work to provide surroundings more sanitary and attractive and encouraging for everyday folks. And in making the annual Clean Up and Paint Up Campaign an established institution in these communities the paint dealers have performed an important part.

But there is more to the Clean Up and Paint Up Campaign than its merely aesthetic side. It isn't all sentiment; far from it. It is intensely practical. Its influence on the life of the community is intensely practical. And it has a direct and practical influence upon the financial rewards of the paint dealer.

Every dealer knows that paint selling is largely a matter of paint education. You have to instil in folks' minds the desire for clean, healthy, beautiful surroundings, and you have to show them the advantage of painting, in securing these surroundings. Then you begin to sell paint.

Once you get a man thinking along right lines—along lines of clean and sanitary and attractive living—and it's relatively easy to keep him there. And by keeping him there, you keep him in the mood where he'll buy paint whenever it is needed, and look upon painting, not as a luxury, but as one

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Mats or electros of the illustrations in connection with Clean Up, Paint Up campaigns as shown on this page can be secured by retailers from the National Clean Up and Paint Up Campaign Bureau, Pontiac Bldg., St. Louis. Mats are 20c. and electros 80c. in 2 column width.

SERVICE

CONFIDENCE

FAIR DEALING

We Offer You a Helpful Thought

From "Gulliver's Travels" comes the following thoughtful excerpt. It embodies in a sentence of profound wisdom the only secret of business success.

"He gave it for his opinion that whoever would make *two* ears of corn or *two* blades of grass to grow upon the spot of ground where *only one* grew before would deserve better of mankind and would more essentially serve his country that a whole race of politicians put together."

On this principle should be built the activities of everyone who sells. For at this time, and in the future, especially, character of effort, permanency of patronage and volume of sales will determine your measure of success.

To perform *two* services and create *two* sales where before a merchant performed and created only *one* is the sales service we have to offer with an unusually meritorious, exclusive proposition. Forty-five new High Standard members, prominent in their communities, financially capable, progressive—and enthusiastic in a few months is evidence that our business principles, ideals and *practices* are ethically sound and that we thoroughly fulfil our every claim.

Should you wish it, we would be very glad to discuss and compare our proposition with you.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered

The Brush Department

Brush Information Your Customers Want

Hardware Merchant Passes on Information Concerning Brushes Which He Has Found is Chiefly Required by Customers

IF A CHEAP job is desired—a cheap brush may be suitable although a better brush will do wonders with cheaper paints, varnishes, and enamels.

If the sale is a good grade of varnish, paint, or enamel, recommend a good suitable but moderately priced brush. As it is inconsistent to buy a good finish and a cheap brush.

If a customer is buying and will be using considerable high grade finishes, or will take care of a good tool, sell them a practical mechanical tool.

A simple rule:

Coarse bristle or hair brushes for rough surface;

Medium fine bristle or hair brushes for average surface;

Fine, smooth bristle or soft hair for fine surface.

A Few Suggestions on Care and Use of Brushes

Brushes set in rubber should be flipped across the palm of the hand to remove dust and odd short bristles. They should then be used in finishing material at once. A good plan before actually commencing work with a new brush is to take a piece of board and brush finish on it, working material into brush and loose bristles and dust out.

Do Not Soak Brushes in Water Before Using

The bristles are porous. The water feeds up pore of bristle to the root where bristles are set. With the hundreds of bristles set, the swelling is often sufficient to break the ferrule and spoil the setting.

Kalsomine brushes should not be soaked except in kalsomine before using. A kalsomine brush should be thoroughly washed out at night and hung to dry.

Varnish brushes are best hung in the varnish over night.

Paint, enamel and color brushes are best hung in water overnight. Before using, brush out thoroughly on a piece of board. Don't let bristles rest on bottom of can as this will spoil the shape of the brush.

When Not in Use

Paint, enamel and varnish brushes can be thoroughly washed out with paint and varnish remover, and cleansed with gasoline. Then hang up to dry after which the bristles may be wrapped in proper shape and the brush carefully laid away.

Kalsomine brushes should be thoroughly washed out with clean water hung to dry, then wrapped and laid away.

Old Brushes

An old hard paint brush may be softened and cleaned with paint and varnish remover. Although very often it takes more paint remover than the price of a new brush.

An old hard varnish, enamel or color brush should be thrown away and a new one purchased and taken care of.

Brush Satisfaction and Economy

Three years ago the writer being disgusted with cheap nail brushes asked his druggist to order him one quarter dozen of a better grade than those stocked. To-day I am using the first one and still have a reserve of two neatly packed away. The one in use has been worth more to me than the price paid for the three. It looks as though I am stocked with nail brushes for life.

Know your prospect and his or her requirement, then hand them a real tool. If they once handle it they will buy it in preference to a cheaper one.

Neither the merchant nor the retailer or a customer should hesitate to buy brushes to-day as they are generally being sold for less than their present values. The manufacturer in figuring new costs allowed for a decline in two or three items which to date have not materialized. The bristle stock coming forward to-day and workmanship are superior to that of a year ago. So that a conservative estimate is at least 25 per cent. to 30 per cent. better brush value to-day than a year ago.

PLANNING A LOCAL CLEAN UP PAINT UP CAMPAIGN

Continued from page 54

of the everyday necessities of intelligent existence.

Here's where the Clean Up and Paint Up campaign plays right into your mitt.

Tackle the problem of educating your own clientele of paint buyers with no outside help whatever, and you'll find it a tremendous task. Even with the help the paint manufacturer furnishes in the way of printed matter, it's a big problem to handle a successful follow up campaign.

By enlisting under the banner of the Clean Up and Paint Up campaign you link yourself with a nation-wide movement. You get the benefit of the other fellow's efforts, and the efforts of other communities. These things help you to educate your own community to the value of paint.

The organized Clean Up and Paint Up campaign is the biggest potential factor in making customers for the paint dealer. It educates all the public to the value of paint. It reaches everybody in your community. It adds to your individual efforts as a paint salesman the backing of a nation-wide crusade which will help you to put paint on the shabby homes and paint profits in your bank account.

And paint profits are a practical factor. They represent the pay you get for the good work you do in helping to beautify your community.

The more thoroughly you can educate the community in regard to the value and importance of painting the larger wil be these profits, and the easier it will be to secure repeat orders from time to time from the same customers. There is no factor so potent in educating the paint skeptic into a paint believer, and in keeping him educated as the Clean Up and Paint Up campaign carried on right in your home town.

It will pay any dealer to take hold of the proposition right now and push it for all it is worth. The paint season is with us, and now is the ideal time to push paint. You are putting on your own campaign. Link it up with the nation-wide movement and add to its scope and its educative influence, and its profit-making possibilities.

More communities than ever before are this year linking up with the Clean Up and Paint Up campaign; and more dealers than ever before are convinced of the profit-possibilities involved. There are dealers who tackled the proposition rather timidly a few years ago who are to-day enthusiastic because they found it a profit-making venture. and have proved its value as a business builder.

If your town hasn't yet launched its Clean Up and Paint Up campaign, you are the man to officiate at the launching. It will add to your prestige to start something worth while; and the something you start will be a profit maker.

You are a business man; and the experience of a host of men who deal in paint has proved to their satisfaction that the Clean Up and Paint Up campaign is good business, because it makes for a better community and for larger profits in the paint business.

W. R. Jones of Richard Thomas & Co., London, England, is now visiting Montreal and other Canadian points. He is accompanied this week by F. B. Leslie, sales-manager of A. C. Leslie & Co., on a visit to Toronto, Hamilton, and other cities in Ontario.

Boeckh's Brush News

Does the "Paint-Up"--"Clean-Up" Campaign Pay?

YOUR own judgment will tell you that it will pay IF you will LET it.

Consider the tremendous advertising value of the efforts put forth in this Dominion-wide campaign, then utilize the opportunity this gives you of selling two, three or four times more paint and clean-up materials than you ever sold before. If you will but put forth a little extra effort, in order to make the most of this opportunity, this campaign will certainly pay you.

The "Paint-Up" and "Clean-Up" Campaign means bigger business to every man who gets into it.

It means too a cleaner, more sanitary more beautiful home, to every customer, to whom the dealer sells paint and clean-up materials.

When you realize these things you will surely say "I'm for it—what shall I do?"

The answer is in three words—"Go To It." Get your Boeckh's Brushes on display—for brushes make people think of all kinds of paint and clean-up materials. Let us help—by supplying your needs for your own campaign.

(1) If you require more display cards for Boeckh's Brushes we will gladly supply them.

(2) We will loan you small electrotypes of brushes for use in your local advertising. Write us for a list of the cuts.

(3) If you have not got one of our Brush Displays (as illustrated) write us for particulars of our attractive offer.

There is absolutely no better way of increasing sales of brushes and all kinds of paint and clean-up materials, than by keeping Boeckh's Brushes on display.

Give Boeckh's Brushes a prominent place in the "Paint-Up," "Clean-Up" Campaign. It will increase business and profits.

The Boeckh Company Ltd.
Toronto, Canada

Makers of everything in good Brushes since 1856

DISTRIBUTORS

MONTREAL—The H. E. Smith Sales Co., 150 Craig Street, West

WINNIPEG—Mr. J. B. Buckham, 664 Broadway

VANCOUVER and VICTORIA—The T. S. Griffiths, 1080 Hamilton St., Vancouver, B. C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, April 27—A reduction in turpentine prices, and an increase in the quotations on linseed oil offer the chief attraction in the paint markets this week. Turpentine is reduced four cents per gallon in sympathy with the easier tendency at production centres because of the new crop and increased offerings. For the past few weeks new receipts have been only of a moderate nature, and local stocks have been reported low for this season of the year. With a better situation in the South, more ample local supplies are expected. On the other hand linseed oil registers a two-cent advance bringing present quotations again to the dollar mark. The undertone of this market is reported as the reverse of turpentine, and in the past week the flax-seed market gained, following the previous easier tendency. This question of supply still features the situation and the fact that Canadian seed from the head of the lakes is already on the water route to the American markets, is said to have a strengthening effect on the local market, and if shipments are continued, higher prices are looked for. Demand is now reported good, purchases not being confined to a present requirement basis to the same extent that was evident earlier in the year. There is still a strong tendency in the shellac market. Sources of supply report a slight improvement in obtaining fresh supplies, but not sufficient to materially change the situation. White lead in oil is active with the tone of the market also firm owing to the stronger position of pig lead.

Paint products are in seasonal demand, producers declaring themselves as well satisfied with the present movement. The feature in paint sales again this year is the great number of mail orders and other rush shipments. Although yet early in the season, manufacturers state there is already an increasing amount of this business, indicating that a repetition of last year's buying methods might be expected.

TWO CENT ADVANCE IN LINSEED OIL PRICES

Montreal

With a gain of ten points registered in the flaxseed market during the past week, linseed oil now shows an advance of two cents per gallon over previous quotations. This revision again brings oil prices to the dollar mark, the prediction being made earlier in the season that prices would not, in all likelihood, fall below this level. The chief factor contributing to the present firmer position of seed, likewise oil, is the question of supply. It is stated that a boat load of Canadian seed recently entered the American market, and a continuation of this will likely mean higher prices. A report that farmers in the prairie provinces will not plant the same amount of acreage next season because of short yield and low prices this year is not yet taken seriously by crushers, but it is pointed out that if a degree of truth is attached to this situation, it will have a firming effect on the market.

In outside markets a stronger feeling is now general, and the trend of seed is upward at the present time, Argentine, Europe and America reporting higher figures. Bye-products are again coming into prominence and higher price levels are recorded on both cake and meal. No doubt this movement is greatly assisted by decreased production, especially in southern markets.

Demand locally for oil now quite seasonable, the improvement in the past week being welcomed by crushers. Previous to this, buying was for the most part covering immediate requirements, which kept the volume at a low figure comparative with past seasons. Following are quotations at the revision:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots per gal.....	1 00	1 02
3 to 5 barrel lots, per gal. ...	0 98	1 00
Less barrels, add 10 cents per gallon.		

NEW CROP AFFECTS TURPENTINE QUOTATIONS

Montreal

Current turpentine quotations show a reduction of four cents per gallon this week in most quarters, while a few firms are quoting slightly in advance of $1.17 per gallon. The easier tendency, reported as likely to develop last week, owing to prospects of new crop in the south, now reflects locally, and the present easier prices did not come as a surprise notwithstanding local stocks are still comparatively low for this season of the year.

Southern markets are also described as a little easier, with somewhat heavier receipts now available. The new crop, which had been temporarily hampered by unfavorable weather, is now showing better progress, and it is stated that even lower prices would not be surprising if offerings increase. Demand, however, should also be heavier from now on, and to assist in this direction is the report that a heavier buying movement from Europe is expected at any time.

The local situation, insofar as shipments of new supplies are concerned, is expected to improve now that the South reports more ample offerings. Following are revised quotations:

TURPENTINE—	Imp gal.
1 barrel lots	1 17
2 to 4 barrel lots, per gal	1 16
Broken lots	1 27

SHELLAC UNDERTONE IS STILL ON FIRM BASIS

Montreal

The firm undertone in shellac owing to the unsettled situation at sources of supply still features the market. More recent reports from India state that while political situation has slightly improved, it will no doubt take some time before stocks in that country can be replenished. A shipment has just recently reached this side, but this was soon disposed of as stocks have been exceedingly low. Locally stocks are gradually becoming less, and while the shortage is not seriously felt, the question of supplies at a little later date, if improvement is not in sight, is beginning to receive consideration. Quotations are unchanged, with a variation existing among the different distributors.

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

LITTLE CHANGE IN WINDOW GLASS MARKET

Montreal

Trade in window glass is stated to be of a moderate nature, showing little change in this direction in the past few weeks. Building construction is not yet advanced to the stage where any great volume of glass is required, and distributors point out that some little time will still be necessary before this factor improves the movement to any extent. With navigation now opened to this port there is some speculation concerning the future trend of glass. Lower transportation costs are now obtainable, which naturally causes a slightly easier tendency on imports. It is also pointed out, jobbers have sold on import at lower prices than are now ruling, and this will have its effect on stock quotations. Whether a price development will occur is impossible to say, but it is thought that if a change is forthcoming, it should develop during the next few weeks.

AUTO ENAMEL

The Flint line of Auto Enamels is designed especially for the car owner who desires to refinish his car himself. This line is made under the same supervision as the finishes we turn out for the automobile industry. Flint Auto Enamels flow out evenly, have good hiding power and do not show brush marks.

Have this line on your shelves and be ready to supply the increasing demand of car owners for refinishing material. Write us for our attractive Spring proposition.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE

MONTREAL
TORONTO - WINNIPEG - VANCOUVER
SUDBURY - HALIFAX

VARNISHES FLINT COLORS
PAINTS STAINS

Toronto

TORONTO, April 27.—Linseed oil provides the centre of attraction on the current paint markets with an advance of five cents per gallon. This change is attributed to the increased demand for oil, coupled with the strengthened position of flax seed and higher prices on the seed markets. Turpentine continues to demand attention, a wide range in local quotations having appeared through certain distributors maintaining the previous levels, while other sources quote easier levels based upon primary market tendencies. The future trend in turpentine is faced on the one hand with the arrival of the new crop with consequent increased supplies available, while improvement in demand coupled with larger domestic consumption is expected to become apparent. Shellac continues to remain firm, many local distributors withholding prices, while sources of supply have failed to register any marked improvement. The seasonal activity in paints and varnishes is described as more satisfactory, repeat orders now coming to hand in larger volume which serve to substantiate earlier expectations of both manufacturers and distributors. Window glass is experiencing a moderate demand, the development of building activity not having yet reached the general stage where glass is required in more generous quantities.

PAINT AND VARNISH ENTER POPULAR ACTIVITY

Toronto.

The seasonal movement of paints and colors is now generally reported as gaining in momentum each succeeding week, and earlier expectations of brisk trade in varnishes and allied paint products are being realized. The advent of warmer weather has stimulated the incentive to paint up, while the yearly Spring clean-up campaigns in various cities and towns throughout the country are generally looked upon as materially assisting in the consumer interest in the value of paint. An active Save-the-Surface campaign is also being promoted in conjunction, with both manufacturers and distributors now reporting better bookings. Repeat orders are also looked for, while in addition to existing opportunites for paint sales, the general building activity is expected to provide additional openings for satisfying paint requirements. Prices have remain unchanged, with the market undertone steady.

CONSIDERABLE RANGE IN TURPENTINE PRICE

Toronto.

Considerable variation is apparent on the local market in prices quoted on turpentine this week. No direct changes have been announced, with the previous level of $1.30 remaining in effect, but prices ten cents per gallon or more below this have been recorded. The southern primary centres recorded easier quotations this week, due to the trade in turpentine, pending the movement of the new crop. Consumers have been purchasing as current needs demand, and generally appear to be waiting the period when supplies will be more plentiful at production centres. The domestic movement has been described as fair for this season of the year, with local stocks more or less depleted. This condition is reflected in price levels, as where stocks are normal, or nearly so, lower prices prevail, and in quarters where supplies are more or less restricted, the scarcity of the product conduces to maintain higher quotations. With the price at Savannah reacting a few cents, due to the limited volume of business and the anticipation of fresh receipts, the future developments will be closely watched in view of certain expectations regarding increased domestic consumpton, coupled with activity in export shipments. Following are the average of quotations noted on the local markets:

TURPENTINE—	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

FIVE CENT ADVANCE ON LINSEED OIL

Toronto.

An increase of five cents per gallon in the price of linseed oil has developed on the local markets, this change being attributed to the firmer position of flax seed combined with an improved demand for oil. The variation in quotations, however, whch has recently been noted locally, is still evident, prices having been recorded at the previous level of $1.05. The advance, however, places the figure of $1.10 for raw and $1.13 per gallon for boiled on one and two barrel lots now generally in effect. The linseed oil markets have registered a steadier tone in sympathy with the advances on flax seed. The demand for oil has also been better, and the resultant interest in seed tends to renew the future strength in this direction. The demand for cake and meal is now described as spasmodic, and with nominal prices on the by-products, crushers state that this condition has an additional tendency to maintain the improvement in oil.

Following are the revised levels:

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 10	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

Less barrels, add 15 cents per gallon.

PITTSBURG MARKETS

(Continued from pags 53)

of which, particularly prices for bars, shapes and plates, had gotten altogether too low, far below the cost of production.

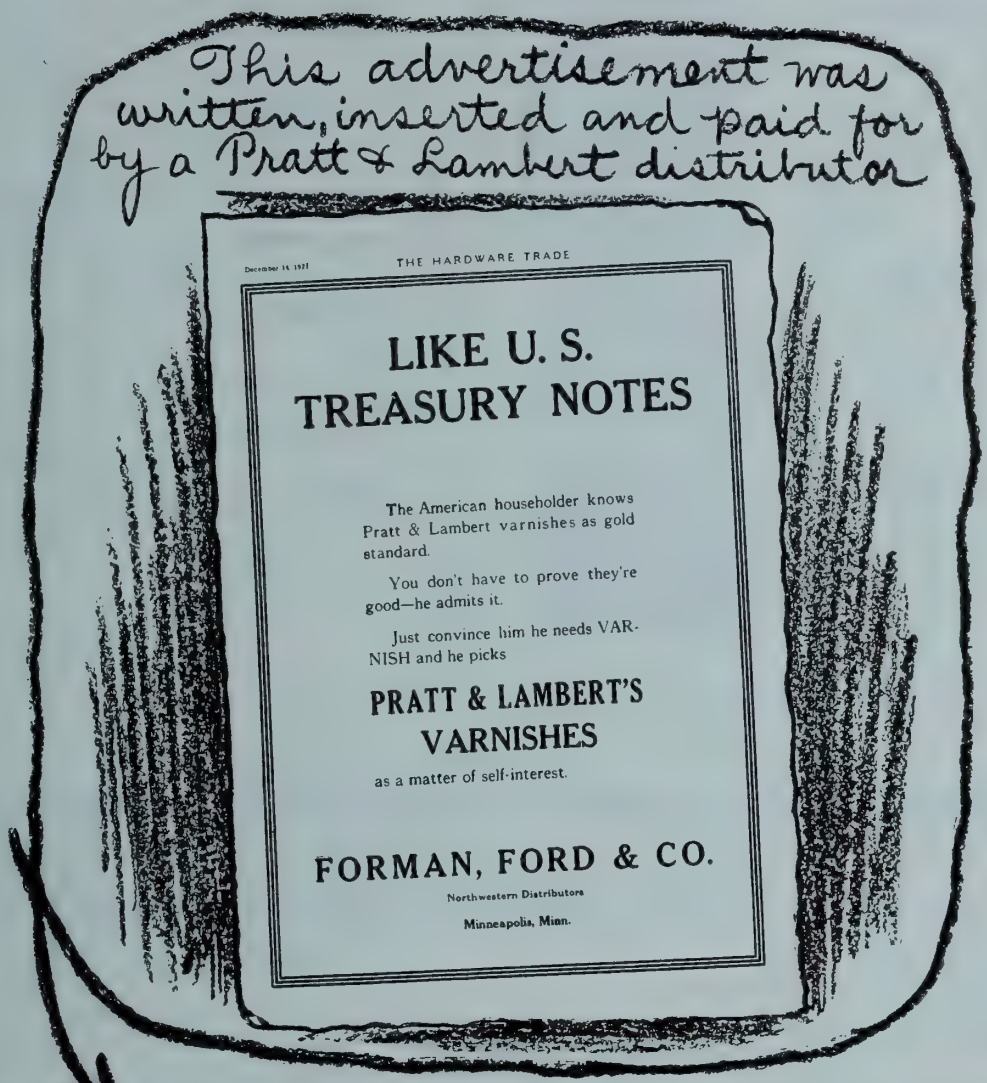
Steel Prices.—Bars, shapes and plates are now very firm at 1.50c, which has been the ordinary market quotation for nearly a month, but has hitherto been subject to more or less shading in the case of particularly desirable orders. Some mills have largely withdrawn from the market by setting their prices at 1.60c or 1.65c, but obtain some prompt business, in small lots, at these figures. Independent wire mills continue to hold nails at $2.50, while the Steel Corporation remains a seller at the old price of $2.40. Hoops and bands are up $2 a ton to 2.00c, the price established just previously by the hot rolled strip mills. There are some purchases of small lots of sheets at the prices as recently advanced, $3 a ton to 2.40c. for blue annealed, 3.15c for black, 4.15c for galvanized and 4.50c for galvanized sheets, but the amount of selling and contracting done before the advance now seems larger than was at first estimated. This develops from the fact that some sheet mills, that use purchased sheet bars instead of making their steel themselves, have been in the market to buy sheet bars, not having embraced fully their opportunity in March to buy sheet bars at the then market of $29, against their sales of sheets at the old prices. Apparently they thought they could advance the sheet market without the steel mills advancing sheet bars in turn. The lowest quotation on sheet bars is $33 as on account of the coal strike the steel mills are disposed to save their steel making capacity for their own finished products.

Further stiffening in the steel market, quite likely with some definite price advances, is in prospect, due both to the coal strike directly and to the general change in sentiment whereby there is a sellers' market in steel instead of a buyers' market. Taking steel products as a whole, purchases made in the first three months of the year are going to prove distinctly profitable.

The strength of the steel situation at the moment, and for the nearby future, is well recognized although the more conservative observers have strong doubts as to its permanence. In many quarters one hears the opinion expressed that the movement has come about six months too soon and that, but for the possible saving influence of the coal strike, it was almost certain to have an inglorious ending this summer.

Pig Iron Much Higher.—In view of the producers' claims that recently pig iron has been selling at far below the cost of production, it is entirely natural that the great majority of the furnaces in this general territory should have withdrawn from the market when coke supplies were so greatly reduced by the Connellsville region strikes.

This advertisement was written, inserted and paid for by a Pratt & Lambert distributor



Just write on a postal card *now:* "Send me particulars of the Pratt & Lambert Dealer Proposition" — over your name and address.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario.

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Paint & Varnish

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c. to 75c. a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12 each..........$0 50
12 or less than 50, each.....0 45
50 or less than 125 each..... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
less than 12, each......... 0 50
12 or less than 50, each... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each. each. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 28

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag., f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots—Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard....... 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 48
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing, lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

INTRODUCING:

Empire Brush Brass Enamel

For renewing Brass Beds, Brass Fixtures, Radiators, Doorknobs, Mouldings, Picture Frames, and all materials where a Brush Brass Finish is Desired.

Can be applied to painted or unpainted surfaces.

Imparts a Rich Lustrous Finish, A Hard Permanent Surface—Dries Quickly—Ready for Use—Stands Washing.

MADE IN CANADA

It will pay you to carry this line

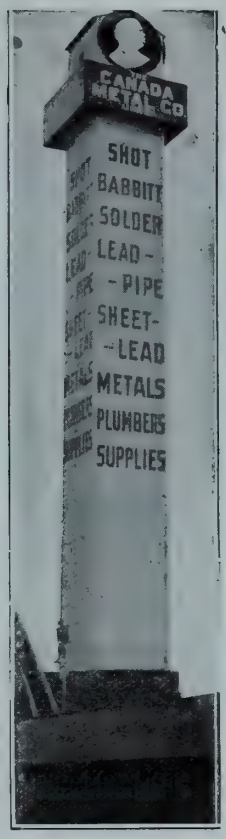
Retail Price, $1.00 per 4 oz. Tin.

Write Your Jobber—or Manufacturers Direct.

Empire Brush Brass Enamel Co.

KINGSTON, ONTARIO

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.

TORONTO MONTREAL WINNIPEG VANCOUVER

Three Winning Features

C. C. M. Triplex Hanger — Hercules Brake — New Gibson Pedal

BESIDES many other good points, C. C. M. Bicycles have three winning features that will speed up sales.

The C. C. M. Triplex Hanger is the smoothest-working power plant ever put on a bicycle. It makes pedalling easy—gives more speed—and pep—and power!

The Hercules Coaster Brake—"The Little Fellow With the Giant's Grip"—is always sure in action. And it has no clumsy side arm.

And on this year's adult models, at no extra charge, there's the new **Gibson Pedal.** Wonderfully light, yet very strong. It has an aluminum frame. And it won't rust. There's some class to it.

These three big features, with the new reduced prices, will clinch bicycle orders for C. C. M. dealers this season.

C·C·M· Bicycles

Columbia—Perfect—Red Bird—Cleveland—Massey—Ivanhoe—Gendron

"The Bicycles with the C.C.M. Triplex Hanger"

CANADA CYCLE & MOTOR CO., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.

7 inch	2 10
Cast, champion, 5 inch	$1 42
6 inch	1 57

DOORS, SCREEN—

Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—

Standard Lists.

Blacksmiths', ½ in. 2½ in. shank List each.

⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32. $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16. $2.30; 31|32, $2.40; 1, $2.50.

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.

Rachet 10%

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT

Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)

	per doz.
Mechanics, polished nickle finish	7 90
Do., nickel finish	6 25
General purpose, do.	5 00
Saw Handle, polished, deep frame	16 00

F.o.b. Prescott.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face	$4 75
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3 75
Bi-Treadle, each	9 75
Cycle B. B.	8 75

GRINDSTONE FIXTURES Doz.

No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS. NAIL— Doz.

No. 21	$10 50
No. 1	13 50
Nos. 1½ and 61½	13 00

HAMMERS. SLEDGE—

Can. 2-2½ lbs. cwt.	$20 00
Do., 3-4½ lbs.	18 00
Do., 5 lbs. and over	12 50
Masons, 2-3½ lbs.	25 00
Do., 3-4½ lbs.	23 00
5 lbs. and over	18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No 38, No. 46, 5 lbs. and over 12 50

HAMMERS. MACHINISTS—

No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

HANDLES, (WOOD)—

All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, double-trees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

Storm King No. 42, list less 20-10%.

Safety No. 20, list less 20-10%.

Reliable, No. 1, list less 20-10%.

Round Trolley No. 1917, list less 33 1/3-5%.

Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.

No. 1	$9 75
No. 2	10 75

HATCHETS, LATH—

No. 3	10 00
No. 4	10 75

HATCHETS, BARRELLING—

Nos. 50 and 60 .... 14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00

Discounts 25%-33%, according to quantity.

Majestic, 1 burner	11 00
Do., 2 burner	16 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES—Blind Doz. sets.

Clark's No. 1 .... 2 22

HINGES. SPRING—

No. 200 and No. 20, per gr. $21.25

Ajax Floor No. 3111, per set 1 85

Reliance Door No. 270.

Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75

Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg. 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.

F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—

Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—

	Toronto
Corrugated, ½ in., 100 ft.	13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96 .... 21 per lb.

48 x 96 .... 21c. per lb.

Less than case, 50c. per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)

Potts, polished, per set	$1 81
Potts, nickel plated, per set	1 87
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs., and up, cwt.	15 00

F.o.b. Montreal.

IRONS. ELECTRIC

Model B. $6.50 list.

Classic, $8 list.

Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES. HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock. 4 to 8 ft. only	0 28
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12 and 14 ft.	0 48
Single and Fruit Picking	
10 ft. to 16 ft.	0 26
18 ft. to 20 ft.	0 27

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec).	15 55
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold blast genuine ruby	5 40 doz.

F.o.b. factory.

LATCHES— Per doz.

Steel Thumb No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List Ea.
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do. electric	116 50
Rotary water motor washer	29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, do.	145 00

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—	
No. 4 dozen	$33 95
No. 8 dozen	44 90
Universal—	
No. 4 dozen	$40 00
No. 8 dozen	52 00

MOPS— Doz. net

Liquid Veneer	$16 00
O-Cedar, large, with handle.	16 00
Do., with handle, small	10 00
S. W. Mops, complete	4 15
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
No. 10	2 30
Crank wringing	7 35
Smarts'	4 00
No. 11 Janitor	4 76

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.

F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Here's Your Chance to Make Some Money

Mostly every one in your neighborhood you'll find are considering "sprucing up" for Spring. They'll be coming into your store asking for different kinds of paints, varnishes etc.

It's up to you then to help them choose. So don't forget to suggest the paints that have the

"Quality Forever Moore"

The best thing you can do is put a few cans and brushes on view in your window. The majority of passers-by will be looking for it and this medium of advertising is bound to bear fruit.

"Quality forever Moore"

Our line consists in part of Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooreamel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F. o. b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b., Montreal, $4.35 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch	$1 80	48 inch	$ 6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in rod rolls.

NIPPLFS

See Fittings.

OAKUM	Per 100 lbs.
Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	$ 0 21
Palacine gal.	0 24
Gasoline net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Parafine	0.20.0
List, less 15 per cent.	
Polarine per gal. list	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil E & Artic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.40
Do., tank wagons, net	0.09.40
Do., tank cars, net	0.08.40

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	$ 0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1		
Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred		
No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing	....	1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe and dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS. CLOTHES	Per case
5, 6 in.	40%
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets	5 60	5 60

PLATES, COKE TIN

20x28x100 lb. basis, box	$17 50
20x28xIC, 112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	$14 00
IXX, 20x28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets	$12 00

F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00
Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 4 35
No. 158, galvanized	4 45
No. 59, japanned	4 45
No. 159, galvanized	4 55

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING		Toronto
Samson, 1 ply, roll		$ 2 05
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 90
	Montreal.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles (4 Shingles in One, sq.		6 00
Everlastic (red or green, mineral surface, sq. 36" wide		2 85
Do., 18" wide		3 30

F. o. b. Montreal

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 50	10 50
Coal tar (crude)	9 00	9 21

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net.	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 22
Beaver manila, basis	0 20
British manila, basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marine, tarred	0 57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 35
Hemp, deep sea line basis	0 50
Hemp, tarred ratline basis	0 43
Hemp, tarred bolt rope basis	0 45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion ....List, less 10%

4 lb., $6.60; 10 lb., $8.05; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, O. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H. bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Set Screws	60 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1½ in.	13 50.
1¼ in.	15 [illegible]

ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operative fighting spirit?

The Fault May be Yours?

Your salesmen, and wholesalers who help sell your goods, have a right to expect co-operation. They have a right to expect that the house they are selling for really believes that good business is to be secured. They have a right to question if the whole responsibility of selling should be placed on them. Advertising is the strongest co-operation you can give them to show that you believe in your business. Powerful copy consistently running in your dealers' specialized business paper, will stimulate dealers' interest in your goods; will encourage the salesman in his work; will help to make him a fighter, —and to sell more goods. And you know when you can get the influence of the progressive dealer behind your goods you have the biggest merchandising force in the country working for you.

Let HARDWARE AND METAL help you get the fighting spirit in your sales organization and help you line up 4,000 progressive merchants behind your goods.

HARDWARE & METAL

Southam Bldg., Montreal — **153 University Ave., Toronto**

Confederation Life Bldg., Winnipeg — **Carter-Cotton Bldg., Vancouver**

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Black
See Montreal and Toronto report

SHEETS, Corrugated
See weekly report.

SHEETS, Galvanized
See Weekly Reports.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 85 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143—3	ft. Steel Pocket	7 27
145—5	ft. Steel Pocket	9 20
175—5	ft. Linen Pocket	6 35
165—5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each $8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings $60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above, per doz. 2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. ....$15 90 15 in. ..$28 80
10 in. .. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 ....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, stand. ...50%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.60; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs.	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs.	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz. $105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 1[illegible]
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Mix in Hot or Cold Water

Alabastine

Beware of imitations, there is only one Alabastine.

The Permanent Wall Coating

Ask Our Traveller About
The New Opaline Effects

The Alabastine Company, Paris Limited

PARIS, ONT. - WINNIPEG, MAN.

TINKER TOM'S TALKS

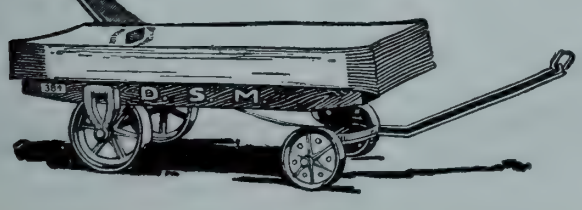
No. 356

A Reliable Coating

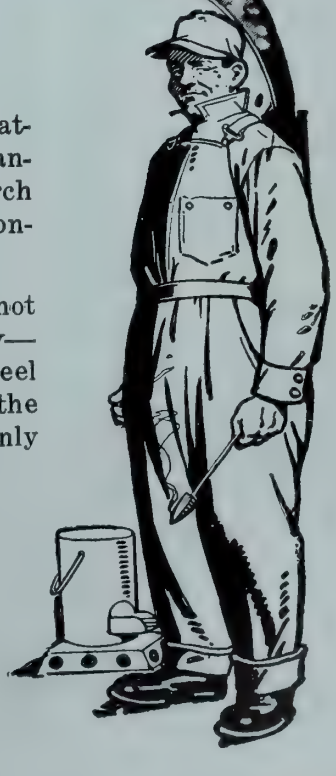
One of the best reports on the value of a heavy coating of zinc on steel—commonly known as a "galvanized sheet" has recently been issued by the Research Department of one of the large zinc producing concerns.

We emphatically approve their finding that it is not the shiny mirror surface that counts for durability—and you'll find that every "Premier" Galvanized Steel Sheet lasts longer in actual service because it has the weight of coating properly applied. "Looks are only skin deep."

TINKER TOM.



MADE IN PREMIER CANADA



Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.
BLUE STONE Montreal Toronto
Per lb. bbls. .. 0 07 0 07
Less quantities . 0 10 0 10
COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1 .... 06-09½
Do., less quantities .. 11-15
Raw and Burnt Sienna 100 lb. kegs, lb. 06-09½
Do., less quantities .. 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P. 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg .. 15-20
Do., No. 1, 100-lb. keg .. -08
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright 06½-09
Do., No. 1 ....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs ..-05
White ochre, 100-lb. keg .... -06
Do., barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls.........05-08
Spruce ochre, 100-lb. keg.. 05-08
Can. red oxide, bbls. 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.O.B. Montreal, Toronto.
CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 3 75
COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.O.B. Montreal, Toronto.
ENAMELS (White) Gal.
Dougall Muronic .. .. ..$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Allbagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09
GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags.. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE,
Montreal, 60% off.
GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.
LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure .	.....	.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.
LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks...... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ...... 8 00 to 8 75
F.o.b. Montreal.
LINSEED OIL—see weekly report.
LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾
LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.
OILS—Fly Crenoid.
Barrels, per gal. ....$ 60
Half-Barrels, per gal........ 0 65
5s and 10s, per gal......... 0 75
1s (1 doz.) 12 00
¼ gal. cans, 1 doz. to case.. 8 00
PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white 3 95
C. P., Co., pure colors 3 60
C.P. floor paint 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white 3 45
B.-H. Fresconette colors 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond, floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white... 3 75
Do., colors 3 60
Re. Newitt, porch and floor. 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3 75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall. white 3 45
I. V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White..... 3 95
Do., H. S. Colors 3 60
Do., H. S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white ... 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colrs.. 3 60
O.P.W. Canada Brand, floor. 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tone, colrs ... 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint.. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors, ... 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white 3 95
Sherwin-Williams, colors 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white .. 3 40
Pearcy's Prepared, floor .. 3 00
A. & E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50

H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half barrels 0 50
5s and 10s 0 60
F.O.B. Montreal, Toronto.
PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 37
1-lb. paper cartons, per lb. 0 35
½-lb. tins, per lb. 0 39
1-lb. tins, per lb. 0 37
25-lb. tins, per lb. 0 33
50 and 100-lb. drums, per lb., ... 0 31
250-lb. kegs, per lb. 0 29½
600-lb. barrels, per lb. 0 29
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.
PUTTY
See wekly report
ROSIN—
G., medium grade 3 00 3 50
Water white 4 75 5 25

SHELLAC Per gal.	Pure White	Pure Orange
In bbls.	5 10	4 60
Gal. Jugs.	5 40	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00
VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard oil 2 76
B. H. Gold Metal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 .. .. .. 4 89
Do., No. 2 .. .. 4 48
Do., Floor 4 00
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O. P. W. Jasperite Pale Hard Oil 2 50
P. & L., No. 61 ...... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor 4 85
Luxeberry Light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720 .... 3 00
"C.D. Big 4" Exterior 5 00
Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior 4 40
Copalite—
Adelite, No. 103, Floor .. 3 90
Adelite, No. 105, Flat .. 3 90
Adelite, No. 100, Spar 5 70
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. .. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg. 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

WATER PAINTS (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		8 25
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine per 100 lbs.		
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B. H. Wax .. ..$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 60
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls....... 3 25

WOOD ALCOHOL Per gal.
In five gallons .. ..$ 1 75
Methylated Spirits 1 75

How To Save the Surface Is the Important Point

Meakins Brushes

Are The Important Factor

Everyone admits the truth of the Surface Saving theory, but how shall the surface be saved? Paint or Varnish, is the natural answer. But a faulty coat of paint is no security. One defective spot in the protecting film of paint opens the way to weather attacks.

For successful surface protection it is essential that the paint should perfectly protect the surface, and Meakins Brushes, because of their superiority, are the best assurance of a perfectly applied protective film of paint.

Meakins & Sons

Limited

Hamilton, Ontario

Warehouses:

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10-5% off list.
Standard, 30 10-5% off list.
Extra, 30 and 10 %.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben 3 50
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank.. 45%
Straight shank 45%
Taper shank 25%
Do., wire 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.68; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb............$17 00
No. 1, 1¼ lbs. 16 00
No. 1½, 1 lb. 15 75
No. 2, 13 oz. 15 60
No. 22, 1¼ lbs. 13 25
No. 21, 1 lb. 12 70

Bell Face
No. 61, 1¼ lbs. 16 00
No. 61½, 1 lb. 15 75
No. 62, 13 oz. 15 60
No. 65, 1¼ lbs. 13 25
No. 64, 1 lb. 12 70

HAMMERS, MACHINISTS'

No. 1 .... 10 20
No. 1½ 11 70
No. 2 .... 13 50
N. 2¼ 15 15

HAMMERS. MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS. STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply 9.50
⅝ in. x 3 ply 11.00
¾ in. x 3 ply 13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 7 90
28 Am. or 26 Eng. 7 50
26 Am. or 26 Eng. 7 20
24 .... 7 05
22 .... 7 05
18 and 20 .... 6 90
16 .... 6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's 17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft, per ft., 29½c: 36 to 40, 32c.

LANTERNS

Cold Blast
No. 2 Japanned 13 50
No. 2 plain 12 75
No. 2 Coppered 16 25
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL, Doz.

102 .. ..$ 1 85
103 .. .. 2 00
104 .. .. 2 30
Barn Door ....
5 ... . 3 85
8 .. .. 4 25
9 .. .. 6 50

LEAD PIPE, $11.61 1 per 100 lbs.

LEAD WASTE, $1251 1 per 100. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

per gal.
Raw 1 10
Boiled 1 13

MACHINES—WASHING

Each
Dowswell .. ..$ 9 55
New Century 16 30
Canadian 10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .. ..$16 00
O-Cedar, No. 3 .. .. 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 35
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

SPRING CLEANING TIME

means there will be a strong demand for

ALABASTINE

MADE IN
TWENTY-ONE
TINTS OF
UNFADING
BEAUTY

DURABLE
SANITARY
EASY TO MIX
EASY TO APPLY

Makes a permanent and beautiful wall covering. Alabastine Tints and Whites in standard packages, 5 lbs. Also put up in 2½ lbs. White can also be supplied in barrels and half-barrels.

We can give prompt attention to all orders.

J. H. ASHDOWN HARDWARE CO., LTD.

Calgary WINNIPEG Saskatoon

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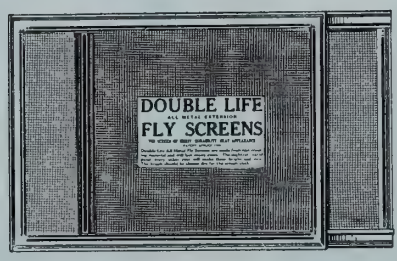
Order Now. **We don't think, we know**

DOUBLE LIFE ALL METAL EXTENSION

FLY SCREENS



PATENT APPLIED FOR

are superior to others because nails, solder, tacks or rivets do not enter their construction. They cannot fall to pieces, they are electric welded together. They slide easy. Not subject to weather conditions as they are enameled inside and out. And are the same height all along. Many other good features also.

THE SCREEN of MERIT, DURABILITY, NEAT APPEARANCE

Contrast the Burrowes all metal green enameled fly screen (which admits 20% more light) with the old style large rimmed screens that warp, get weather worn, bind and twist out of shape.

12 sizes packed in cartons. Write for discounts.

THE BURROWES MFG. CO. TORONTO

BANNER ASH SIFTERS

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor. medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 58, jap. 5" wheel	$3 85
No. 158, gal. 5" wheel	4 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½-in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c.; ⅜ in., 21c.; 7-16 in., ½ in., 9-16 in., 20½c.; ⅞ in., 20c.; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg, No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50, 10 in., ...12 in.....15 in......

18 in. ....

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

	—Dozen—	
Always Ready	Black,	N.P.
No. 1	$4 60	$5 00
". 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Regent	$69 00
New Era	76 50
Universal	49 50

SKI-BUYERS LOOK FOR THIS TRADE MARK

If you sell NORTHLAND SKIS, you know it helps to make easy sales for you. Keep your stock complete. If low, mail order today. Prices 1-3 under last year's.

World's Largest Ski Manufacturers

NORTHLAND SKI MFG. CO. 23 MERRIAM PARK, ST. PAUL, MINN.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

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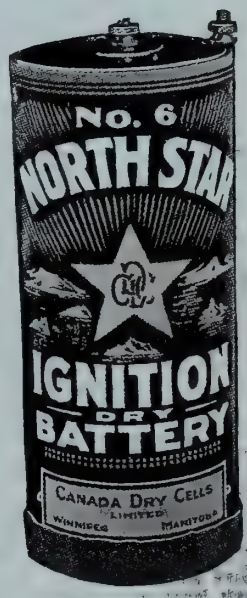
Guaranteed to Give Satisfaction

We guarantee full satisfaction to users of North Star dry cells and multiples, and any battery failing to live up to such standards will be replaced by us.

The added satisfaction your customers will get from North Star batteries you sell them will be reflected by the steady turnover and multiplied profits you get.



NORTH STAR MULTIPLES

are built for heavy duty ignition work. This is the season when you can sell them.

Ask your jobber.

Canada Dry Cells Limited

WINNIPEG, MAN.

NORTH STAR Dry Cells - Multiples

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.
Hurtubise, Limited, Montreal.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
H. W. Coocy Arms & Machine Co., Toronto, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corp., Utica, N.Y.

ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ATHLETIC CLOTHING
A. W. Meyer & Co., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE BUMPERS
B. J. Coghlin & Co., Ltd., Montreal.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
Ezzwell-Horie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co. Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BROOMS
Canada Brush Co., Ltd., St. John, N. B.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING,
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Everlastic Asphalt Multi-Shingles

Wherever there's a roof, there's a Barrett customer—

Nobody wants to put on new roofing unless he has to — he'd much rather make the old roof last longer. That's why dealers everywhere are making big profits on Barrett Roof Repair materials.

It will pay you to tell your customers about these famous products — how they put off the expense of new roofs. Your efforts plus our advertising in the leading newspapers, farm and technical publications are sure to bring quick sales and good profits. Is your stock of these two well known Barrett products ample?

Barrett Plastic Elastigum Patching Cement

This tough, elastic, waterproof cement is the best and quickest cement for all kinds of patching. It has the consistency of thick molasses and is easily applied with trowel or putty knife. Adheres to any surface — wet or dry.

Plastic Elastigum forms an air-tight, water-tight joint or patch that is proof against the action of steam, fumes, acids and alkalies. It is widely used for waterproofing gutters, stuffing cornices — for flashing work of all kinds, and for damp-proofing parapet and fire walls, etc. Can be used on metal, stone, wood, concrete, glass, terra cotta, etc. Put up ready for use in standard sized packages from 1-lb. tins to barrels containing about 600 lbs.

Plastic Elastigum being used to repair an old roof

Barrett Liquid Elastigum

Recommend this preparation to customers whose roofs are beginning to show signs of wear. It is unequalled for reconditioning roofing of all kinds—"rubber," felt, and metal.

Forms a smooth, new waterproof surface that gives new life to a roof—stops small leaks and holes—reinforces the weak spots.

Liquid Elastigum is composed of time-tested waterproofing oils mixed with asbestos fibre. It is easy to apply with either brush or squeegee, dries quickly, and stays tough and elastic. One gallon will cover 100 to 250 square feet, depending on the condition of the roof. Comes all ready for use in packages ranging from 1-gallon tins to 40-gallon barrels.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal.
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co.. Ltd.. Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co.. Montreal. Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co. Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Hurtubise, Limited, Montreal.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co.. Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont
N. Slater Co.. Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y
Quality Tool Works, Ltd., Montreal.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co. Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lamarre & Co., Ltd., St. Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Alterfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que

JARS, FRUIT
Walker Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walker Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Bedee and Toronto
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont
Steel Co., of Canada, Ltd. The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc., Irvington, N.J

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Lineleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT.

ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John,
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada,Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada,Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS.

OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos Davidson Mfg. Co., Ltd., Montreal
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

RIFLES
H. W. Cooey Arms Machine Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Dods Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

SADDLERY HARDWARE
The Niagara Metal Stamping Corpora'ion, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SASH CORD
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. T. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Shurly-Dietrich Co., Ltd., Galt, Ont
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto
La Manufacture de Scies de Levis, Levis, Que
T. T. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont
Goodell-Pratt Co., Greenfield, Mass
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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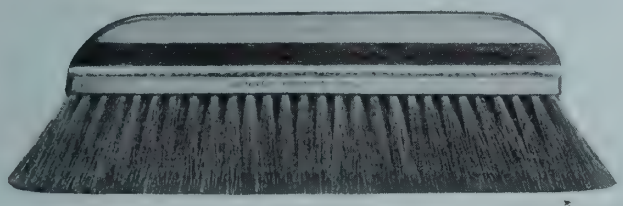

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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton

SCREEN DOORS
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn
Christopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N.J.
Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Canada Metal Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto.
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Smith & Hemenway Co., Inc. Irvington, N. J

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

TACKS
The Canada Tack & Nail Co., Ltd., Morrisburg Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto

TAPS
Butterfield & Co., Inc., Rock Island, Que.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R I
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada., Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

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J. H. Connor & Son, Limited, Ottawa, Ont
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

ZINC, BAR
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Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.

WANT ADS

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If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

TINSMITH, CAPABLE OF TAKING CHARGE of work-shop, estimates and contracts. General shop work, furnaces, construction, roofing, etc. Best town in New Ontario. Give age, experience, references and pay. Apply to Box 287, Hardware and Metal.

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HARDWARE SALESMAN, 26, WITH SIX years' experience as clerk and manager desires position as manager or head clerk in retail hardware. Western preferred. Will be open for engagement May 1st. State salary. Box 706 Hardware & Metal.

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WANTED

WANTED — ONE ONLY SECOND-HAND small turning machine for tinsmith use. Quote lowest price and full particulars to Alf. Ashdown, Theodore, Sask.

WANTED—HARDWARE AGENCIES, BY REPresentatives in Toronto, covering Ontario and the Eastern provinces; good connection of some years standing with the wholesale trade. Box 238 Hardware and Metal.

FOR SALE

HARDWARE, AUTO ACCESSORIES AND tinsmithing business. Established 40 years in Northern Ontario town. Good agricultural country all around. Stock and fixtures about $14,000. Will sell or lease building. Apply Box 14, Hardware and Metal.

FOR SALE

HUNDRED PRICE TICKETS, ONE DOLLAR. Samples 25c. M. Moorby, Newmarket, Ont.

FOR SALE — HARDWARE BUSINESS IN southern Ontario town. Good farming and manufacturing district. Hardware stock valued at $5,500. Lots of room for expansion of business. Owner is retiring and will make quick sale for cash. Apply Box 137, Hardware and Metal.

TINNERS' TOOLS, COMPLETE SET, INCLUDing 8 ft. Brake and 3 sets stocks and dies. For particulars and price apply to McPherson Bros., Red Deer, Alta.

One J. & J. Taylor safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.

One J. & J. Taylor Safe 18 inches deep, 2 feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 18, Hardware and Metal.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg, Ontario — Hamilton, Ontario
ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons
FOR STOCK *Retail Prices*
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

BATH ROOM FITTINGS
K NIAGARA — KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
286 Water Street Peterborough Canada.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

If interested tear out this page and place with letters to be answered.

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.
MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA LTD.
WINDSOR, ONT.

STANLEY
S.W.

STANLEY SCREW DRIVERS

There is no finer screw driver made than the Stanley "Hurwood" Screw Driver (black handle) in which blade, shank and head are formed from one piece of special steel. Carry the complete line.

Complete details in Stanley Catalog of Tools No. 34. Send for it.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

CROWN DIAMOND
WHITE
LEAD
CROWN DIAMOND
WHITE LEAD
I'll
say
so
OF UNIFORM GRADE AND HIGHEST QUALITY
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
"Save the surface and
you save all"

PUBLISHED EVERY SATURDAY SINCE 1888

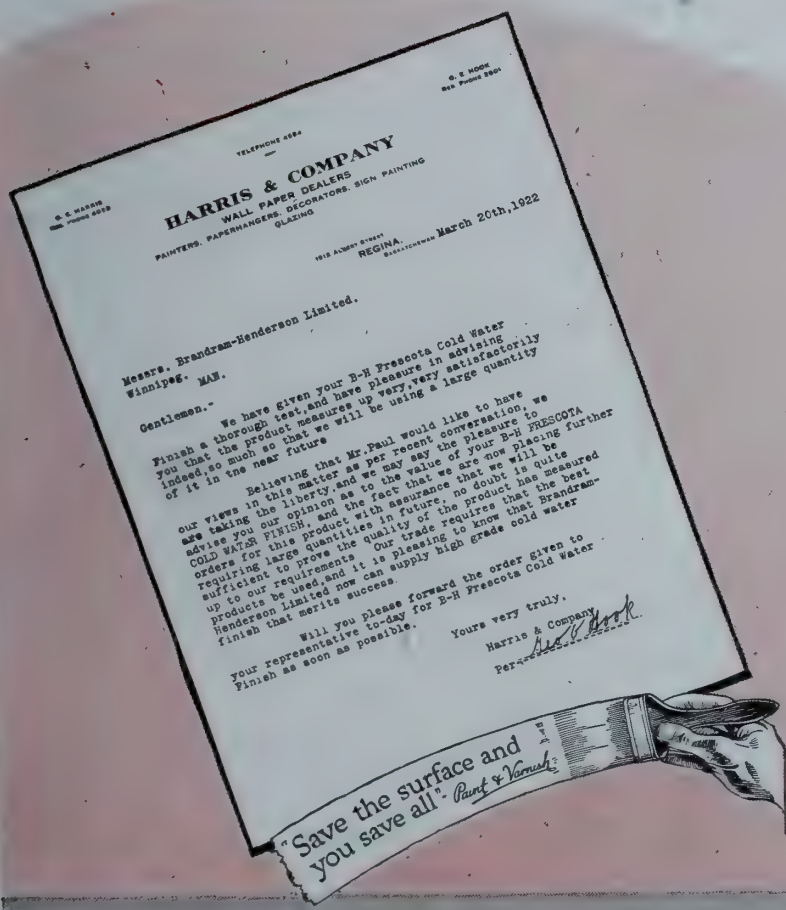
Hardware and Metal

Vol. XXXIV. No. 23 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA June 10, 1922

B-H

FRESCOTA

COLD WATER FINISH



HARRIS & COMPANY
WALL PAPER DEALERS
PAINTERS, PAPERHANGERS, DECORATORS, SIGN PAINTING
GLAZING
1918 Albert Street
REGINA, Saskatchewan March 20th, 1922

Messrs. Brandram-Henderson Limited.
Winnipeg, Man.

Gentlemen:-

We have given your B-H Frescota Cold Water Finish a thorough test, and have pleasure in advising you that the product measures up very, very satisfactorily indeed, so much so that we will be using a large quantity of it in the near future.

Believing that Mr. Paul would like to have our views in this matter as per recent conversation, we are taking the liberty and we may say the pleasure to advise you our opinion as to the value of your B-H FRESCOTA COLD WATER FINISH, and the fact that we are now placing further orders for this product with assurance that we will be requiring large quantities in future, no doubt is quite sufficient to prove the quality of the product has measured up to our requirements. Our trade requires that the best products be used, and it is pleasing to know that the Brandram-Henderson Limited now can supply high grade cold water finish that merits success.

Will you please forward the order given to your representative to-day for B-H Frescota Cold Water Finish as soon as possible.

Yours very truly,
Harris & Company
Per Geo. C. Brock

"Save the surface and you save all" Paint & Varnish

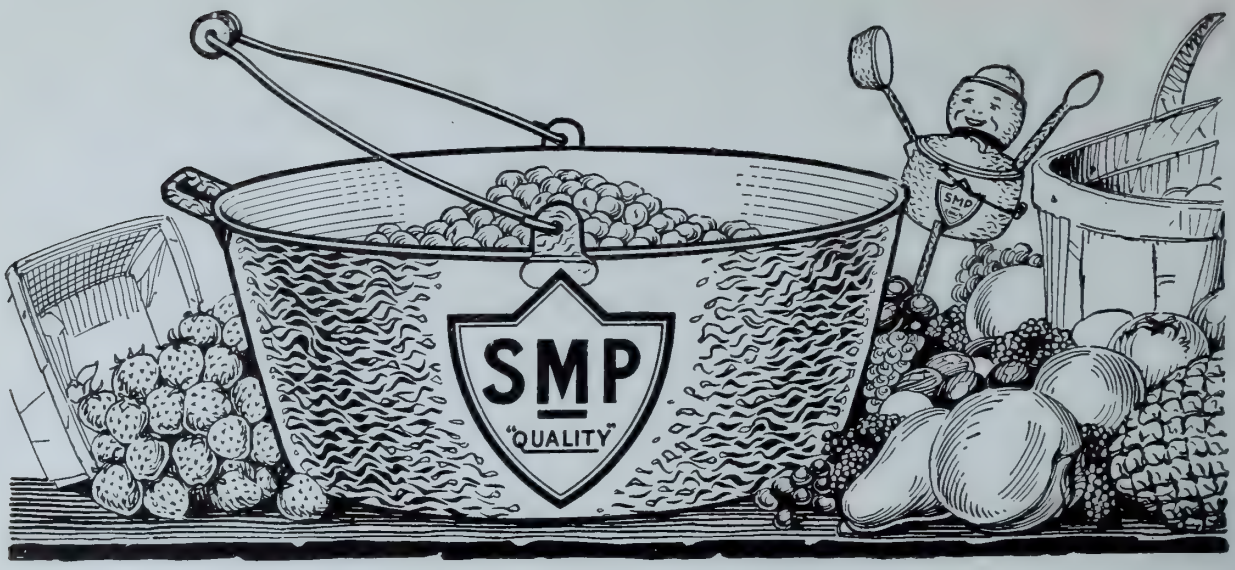
The letter reproduced herewith is an evidence of the high regard in which Brandram-Henderson Frescota Cold Water Finish is held. From coast to coast our dealers report record sales and thoroughly satisfied customers.

B-H Frescota has exceptional sanitary qualities. It is easily applied and is most satisfactory for wood, brick, stone or any solid surface except iron.

B-H Frescota advertising material is on a par with the product itself. Handsome cut-outs—shelf strips and other elaborate features are supplied free to our dealers.

Write for particulars and prices

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



Preserving Season is Just Around the Corner

Are you all "set" for preserving season? Got everything ready to make it the best ever? Going to sell all kinds of kettles and spoons and cullenders and sauce pans?

Our special preserving-time advertising campaign for Diamond Ware and Pearl Ware starts in Canada's best newspapers in a short while. They urge women to do their preserving in Diamond or Pearl Ware utensils.

Sell Your Preserving Utensils in Sets

We advise women to save money by buying their preserving utensils *in sets.* Instead of buying just an odd utensil, we tell them they can get a much better price by buying a complete set from hardware merchants handling SMP wares.

Follow up this scheme. It will enable you to sell more Diamond Ware or Pearl Ware. It will substantially increase your summer turnover and make the profit column bulge.

Don't lose sight of this important little fact. Diamond Ware and Pearl Ware can be bought by the public in one way only—right over the counter!

SHIPMENTS MADE PROMPTLY

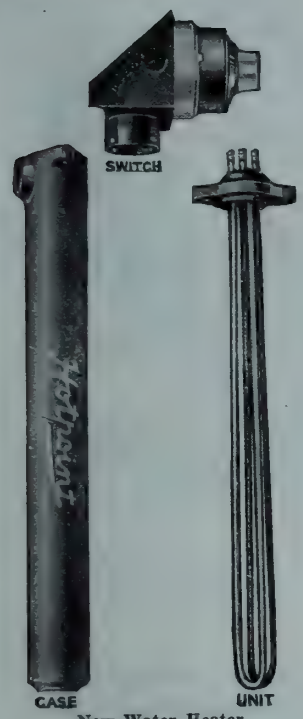
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS



New Water Heater

The Polar Cub Fan

ELECTRICAL APPLIANCES

Good Summer Sellers

As the thermometer goes up thoughts turn to keeping cool and there will be a demand for all kinds of electrical appliances, cooking utensils and labor saving devices. Be ready to cash in, on your customers' desire for comfort by having the stock to cultivate their tastes by the power of suggestion, in your windows, interior displays and newspaper advertising.

The New Hotpoint Water Heater is a splendid summer line—Hot water in one minute from turning on the current. It can be easily attached to any domestic tank and is extremely economical in operation. It will make a decided hit with the housewives these hot days.

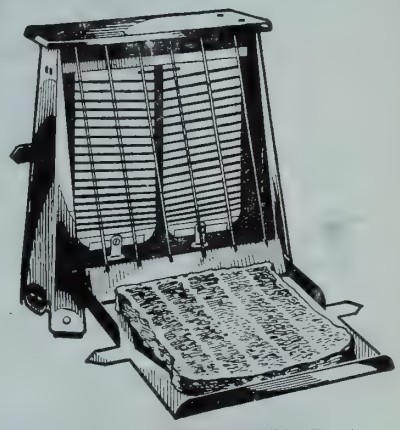
The Electric Fan is Another. Easily within the means of any customer with electricity in the home. Display these in action and you will find they have strong magnetic powers to draw customers inside. We carry in stock **The Polar Cub, Nickel Plated Star** and other makes.

We carry a full range of **Hotpoint** best sellers. **Irons, Toasters, Grills, Plates and Percolators.**

In Vacuum Cleaners, The Ohio and **The Cadillac.** Both good sellers and just the things for making lighter work around the home this summer.

Let Us Sort Your Stock

Ask the "Rice Lewis" man, or write direct.


New Hotpoint Reversible Toaster

Grecian Urn Percolator

Percolator

RICE LEWIS & SON, Limited

Victoria St., TORONTO

Ovenette

Radiant Grill

Hotpoint Iron

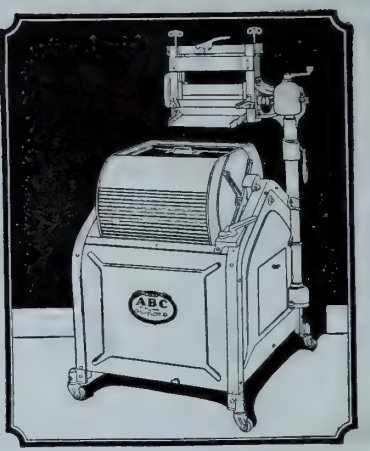
If interested tear out this page and place with letters to be answered

A B C OSCILLATOR

$135

(Retail Price)

Except in B. C. and the Maritimes



Model No. 80-E. A wonderful "leader" at a price that attracts. Full-size, six-sheet copper tub—same heavy gauge as in $200 Super Electric. Same gear assemblies and vital moving parts as successfully used for years in other A B C's. Free from experiment! Quiet, *springless* mechanism. All moving parts safely, yet accessibly enclosed in handsome galvanized iron cabinet. Heavy angle-iron frame—absolutely rigid. Swinging electric wringer. Finished all over in gray. Highest quality throughout—a *true* A B C!

It Helps to Sell the Full A B C Line!

This new $135 full-size, heavy copper tub A B C Oscillator, wherever it is being advertised and featured, is shattering many a sales record!

First, it is a value that attracts a great deal of attention—*a value that actually brings people into a store.* Second, when shown and demonstrated, it is easy to sell—for no other standard make oscillating washer to equal it has yet been offered at the price.

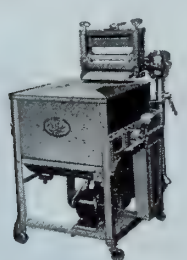
Third, however—and this is the best feature of all!—many of the people who come in to see it can easily be interested in, and sold, the higher-priced A B C models.

As high as three out of every four people attracted by advertisements on the Oscillator are being sold A B C Super Electrics instead!

The Oscillator is the magnet that draws the trade. You, too, could successfully feature it as a "leader"—and in that manner use it to sell all three types of A B C's—Alco's, Oscillators and Super Electrics.

And, by handling the full A B C line, you are enabled to combine your orders and get quantity discounts—which means extra profits for you!

This is the best proposition in the washing machine field today. Look into it—there's no obligation! Write or wire for all particulars.



A B C Super Electric
(Semi-Cabinet)

No. 60-E, galv. tub, wood wringer.....$155
No. 61-E, copper tub, wood wringer.... 180
No. 60, galv. tub, wood wringer, engine drive..... 12[illegible]

A B C Super Electric
(Full Cabinet)

No. 65-E, galv. tub, metal wringer....$170
No. 66-E, copper tub, metal wringer.. 200

A B C Alco
(Dolly or rub board)

No. 51, single tub, engine drive.....$ 72
No. 52, double tub, engine drive..... 100
No. 51-E, single tub, ¼ hp. motor.... 110
No. 52-E, double tub, ¼ hp. motor.... 138

ALTORFER BROS. COMPANY, Peoria, Illinois

Pioneer and Leading Makers of Washers and Ironers

C. D. HENDERSON, *Canadian Representative*, Box No. 123, Brantford, Ont.

Wholesale Distributors:

MARITIME PROVINCES
Blackadar & Stevens
Roy Building, Halifax, N. S

ALBERTA
Cunningham Electric Co., Ltd.
Calgary

SASKATCHEWAN
Sun Electrical Supply, Ltd.
Regina

ONTARIO
Masco Co., Ltd.
78 Richmond St. Toronto

QUEBEC
Dawson & Co. Ltd.
128 Bleury St. Montreal [illegible]

If interested tear out this page and place with letters to be answered

Are you overlooking this Profit Maker?

THE Bassick Wizard Swivel Socket Caster is designed especially for use on office chairs.

It is equipped with the new patented point bearing with an inner tube to hold the stem in place. This exclusive feature guarantees perfect swiveling of the caster in the socket. It also holds the caster firmly—no chance of it falling out when the chair is lifted.

The strength and operating smoothness of this caster makes it an extremely fast seller and a sure profit maker.

The Bassick Company manufactures all types of casters for every use, for the small chair, for the piano, for trucks; casters for hardwood floors, for carpets, for linoleum.

Write us for more information. You are sure to be interested.

THE BASSICK COMPANY, BRIDGEPORT, CONN., U.S.A.

Canadian Sales Agent :

J. A. Ramsay, 350 Adelaide St. West, Toronto, Ont.

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

VERY MUCH CANADIAN

Made of good stuff **Always willing to work**

Sell

THE BEAVER AXE

A Warranted Product

JAMES SMART PLANT
BROCKVILLE, ONTARIO

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

DAVIDSON

Made in DAVIDSON'S GOODS MADE IN CANADA THE SEAL OF DURABILITY *Canada*

Always buy Goods bearing this label

ENAMELEDWARE

The **CLEAN** *Ware*

"MARATHON"	"PREMIER"	"COLONIAL"
Chocolate and White	**Blue and White**	**All Grey**

THE Davidson "Seal of Durability" on any article of Enameledware is the equivalent of the sterling hallmark on silverware.

It denotes a quality and a workmanship which is recognized everywhere as the best.

The dealer who sells Davidson Enameledware has absolute confidence in it, because of his past experiences.

The housewife who has used it knows that for its wearing qualities alone, it is the most satisfactory Kitchen Ware she has ever used.

So it always pays to carry a full stock of these brands, because they create a steady demand and are, moreover, very profitable lines.

If you are not as yet on our books let us send you a sample order.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office : Montreal

Branches : **Toronto Winnipeg Calgary Vancouver**

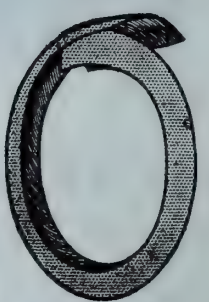
If interested tear out this page and place with letters to be answered

GUTTA PERCHA

Accessories

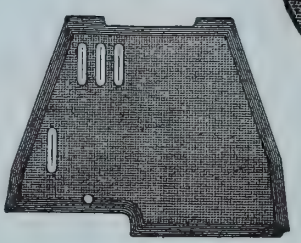
Are Good Salesmakers

Reliners.—When the "blow out" is nearly due, and the "soft-spot" causes anxiety, this handy Reliner comes to favorable attention and effective use. This reflects goodwill to the man who sold it. You'll find their agreeable experience with the Reliners brings you good business in other lines.



Reliners

Windproof Mats.—There are good all-the-year-'round sales for these effective Mats. In winter, they stop the cold draft; in summer, they keep out the odors, dust and heat from below. Supplied in suitable models for Ford Coupes, Sedans and Touring Cars. Fit closely over brake and clutch lever openings.



Windproof Mats (for Fords)

Lace-on Boots

Lace-on Boots.—These give promptly the effective reinforcement needed immediately when a soft spot begins to cause anxiety. They are easily slipped on and held firmly in place with the staunch leather lace through the brass grommets.

Sealtite Patches

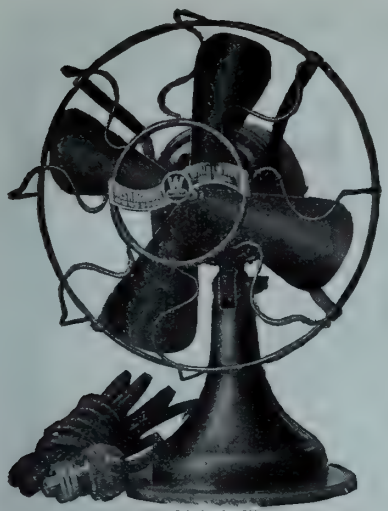
Sealtite Patches—A handy, reliable way to avoid long roadstops for punctures. Sealtite Patches are quickly and easily applied with no other tools but the hands. The tube can be used at once. Just having them in the car eliminates the anxiety that spoils many a motor trip. Customers like them.

"Quality All Through"

Gutta Percha & Rubber, Limited

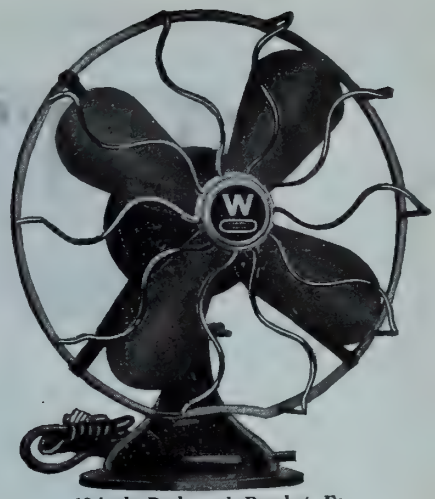
Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

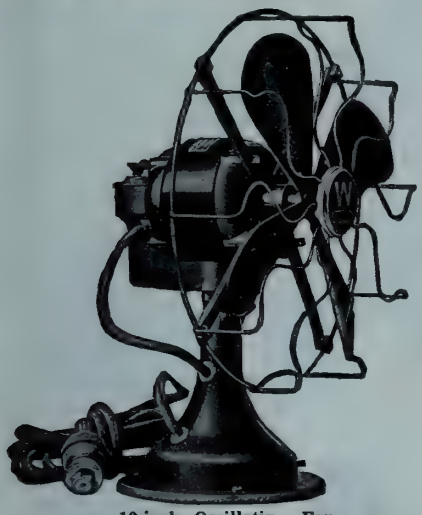


8-inch "Whirlwind" Fan

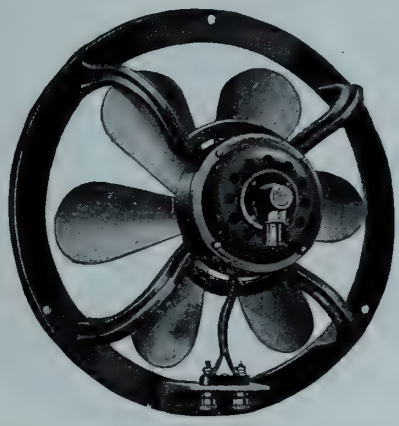
Gyrating Fan



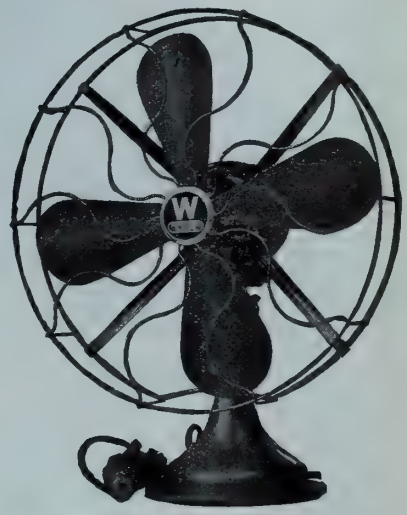
12-inch Desk and Bracket Fan



10-inch Oscillating Fan



12-inch Exhaust Fan



16-inch Desk and Bracket Fan

The Attractive Appearance of Westinghouse Fans

always makes a favorable impression on the buyer. Other features that appeal to the user are their low maintenance cost and durability, oiling once a season keeps the fans in good condition for years, their strong guard, their protecting felt bases covering the entire bottom of the fans, their perfect oiling system, their adaptability for either desk or bracket mounting, all appeal to the buyer.

Write to our nearest office for information regarding our selling plans.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block
VANCOUVER, Bank of Nova Scotia Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

REPAIR SHOPS

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.
VANCOUVER
1090 Mainland St.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd Ave. E.

CANADIAN WESTINGHOUSE

Westinghouse

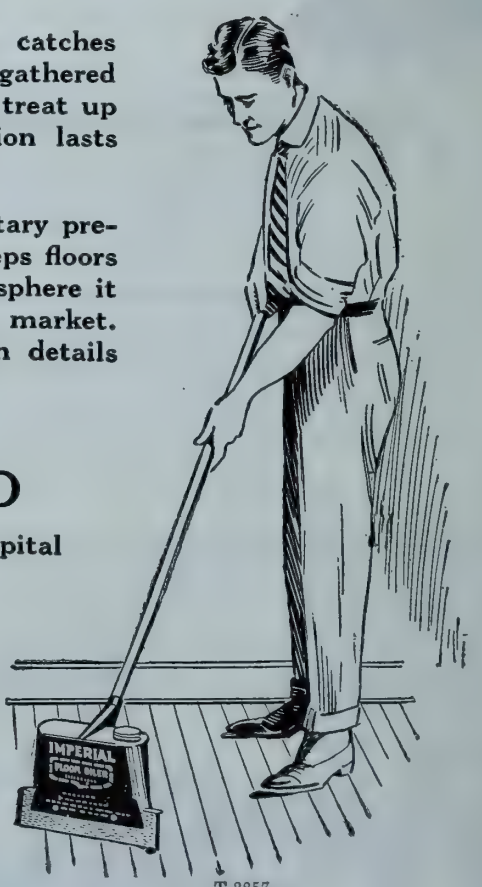
IMPERIAL Floor Dressing

Does away with dusting -

There is no time for dusting in busy stores—no necessity for it, either, if you use Imperial Floor Dressing. It eliminates practically 90% of the atmospheric dust which would otherwise settle on your goods, show cases and fixtures, and detract from their appearance.

The reason is simple. Imperial Floor Dressing catches and holds dust on the floor, where it is easily gathered up and removed by sweeping. One gallon will treat up to 700 square feet of surface, and one application lasts for weeks.

Imperial Floor Dressing is an economical, sanitary preservative for wood, linoleum or oil cloth. It keeps floors looking like new, and the spick and span atmosphere it creates in your store helps to sell it to its wide market. Let the Imperial Oil Salesman furnish you with details and prices.



T-2857

IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

If interested tear out this page and place with letters to be answered.

BOLTS

NUTS. WASHERS. RIVETS

OF EVERY DESCRIPTION

Machine Bolts
Stove Bolts
Carriage Bolts
Plow Bolts
Blank Bolts

End Spring Bolts
Stud Bolts
Bridge Bolts
Cant Dog Bolts
Coupling Bolts

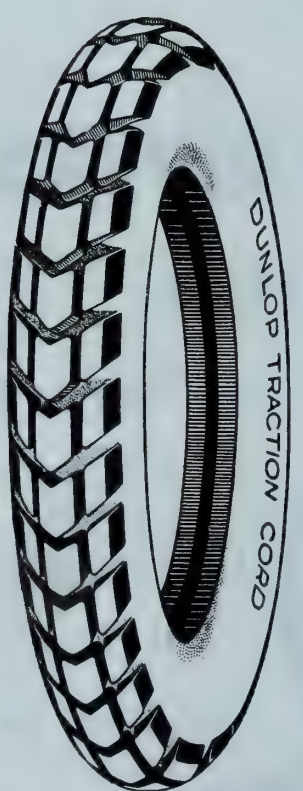
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Making "Mile-ionaires"

THESE are great days for the motor car user—in a tire sense. Your dollar never before bought as much. Your speedometer never before registered as much. Your repair kit never was as idle. All because **Dunlop Cord Tires** came and ushered in a new era. Five years ago you paid half as much again for the same size tire; ten years ago you paid twice as much. Prices have been tumbling. Quality has been mounting. One time we thought 3,500 was mileage to boast of; to-day we may run into half a dozen "25,000 milers" in a forenoon. "Dunlop did it" says one enthusiast. "The 'Two Hands' are making us Mile-ionaires," says another; and so on.



The sign "Mileage Wanted" is now changed to "Mileage Supplied"

Use Dunlop Cord Tires With Dunlop Tubes

Dunlop Tire & Rubber Goods Company, Limited

Head Office and Factories: Toronto

Branches in the Leading Cities

A.167

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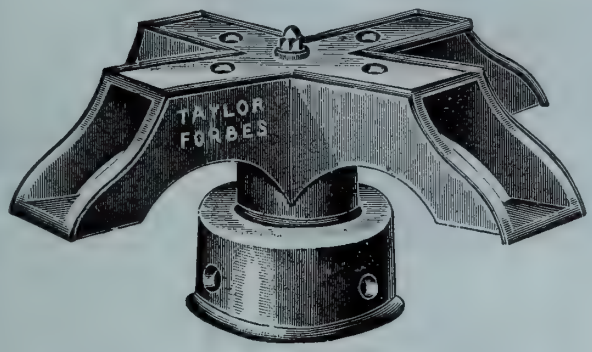
WASHDAY ARTICLES YOUR CUSTOMERS WILL WANT TO BUY

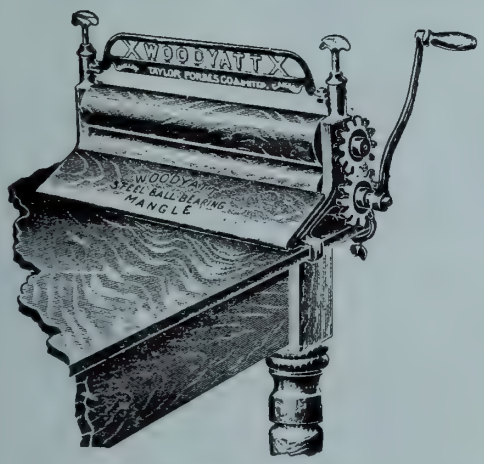
"T-F" Made which is a Guarantee of Quality to be Depended upon



Clothes Reel Head

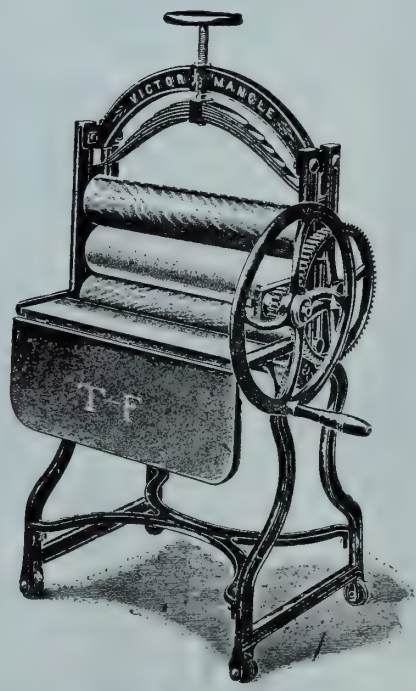
If your Jobber does not handle these lines write us direct

Clothes Line Pulley

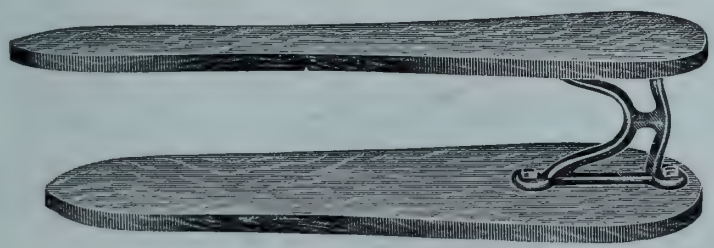


Woodyatt Mangles

The "T-F" General Catalogue lists other types of Mangles, Washing Machines, Ironing Tables, Clothes Dryers and "Better Made" Wooden Ware



Victor Mangle



Blouse Board

TAYLOR-FORBES Company, Limited

GUELPH Head Office and Works **ONTARIO**

Toronto Montreal Quebec St. John Halifax
Winnipeg Calgary Regina Vancouver

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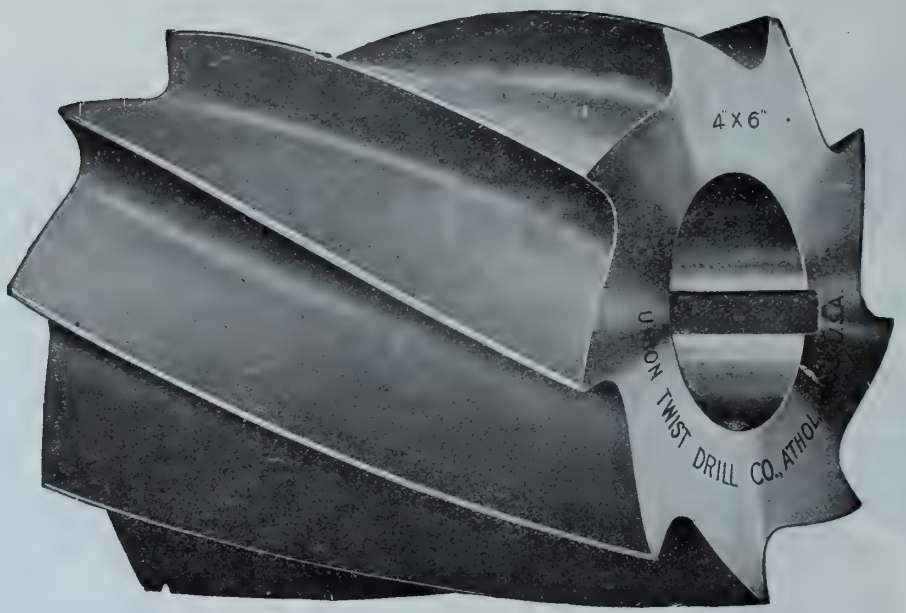

Reduce Your Selling Costs

Butterfield tools need no general introduction to competent mechanics—they are an accepted standard of efficiency.

"Butterfield's" bring quick, clean-cut sales and save the cost-per-minute of all your store expense—rent, light, taxes, depreciation, clerk hire, etc.

Your customers will likely specify Butterfield—if not, beat him to it—and recommend them.

They lower production costs by increasing each machinist's output, use less power and require less grinding and toolmaker's attention.

The Butterfield variety includes almost every possible need.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island Quebec

STORES: 220 King St. West, Toronto, 131 St. Paul St. West, Montreal.
AGENTS: D. Philip, 138 Portage Ave., Winnipeg, Gorman's Limited, Dominion Building, Vancouver, B. C.
FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St. London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Chas. Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

BUTTERFIELD

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from ore to finished product

DOMINION IRON & STEEL CO.,
Limited
NOVA SCOTIA STEEL & COAL CO.
Limited
DOMINION COAL CO., LIMITED
ACADIA COAL CO., LIMITED
HALIFAX SHIPYARDS, LIMITED
EASTERN CAR CO., LIMITED

A group of vast industries commanding unlimited resources of ore, coal and other raw materials for the making of steel products of every description.

All Controlled by the

British Empire Steel Corporation, Limited

Canada Cement Building
MONTREAL

By reason of the magnitude of the operations of our constituent companies, combined with a balanced, highly efficient organization, we are in a unique position to serve the needs of the industries of the world—and of Canada in particular.

—ALL *within the empire*

If interested tear out this page and place with letters to be answered

Tools Tools

REAL TOOLS

B.B. Tools are accurate, properly designed. B.B. Tools prevent costly mistakes, save time and money. B.B. Tools are everything that Tinsmiths' Tools should be.

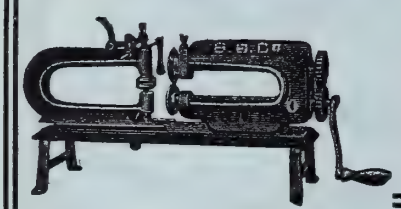
Prices were recently reduced on our Tinsmiths' Tools, of course. This attractive line has since become more popular than ever. A card will bring our new price list.

Brown Boggs Co. Limited

HAMILTON, ONT., CANADA

Toronto Representative: A. B. WALKER Holbrook Bldg.

Winnipeg Representative: BISSETT & WEBB, LTD.



London Mills

Manchester Mills

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N.1.

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC. 5th and Bentleys

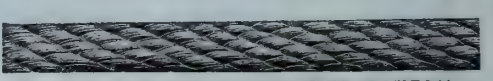
Patent Plaited Cords
Sash, Halyard & Log Lines
Venetian or Veranda Cords
Glacie Blind & Picture Lines

Solid Braided Cords
at
Ruling Market Prices

Endless Cords for Fanlight Openers

AGENTS not yet appointed. Orders and enquiries only entertained through recognized Indent Houses.

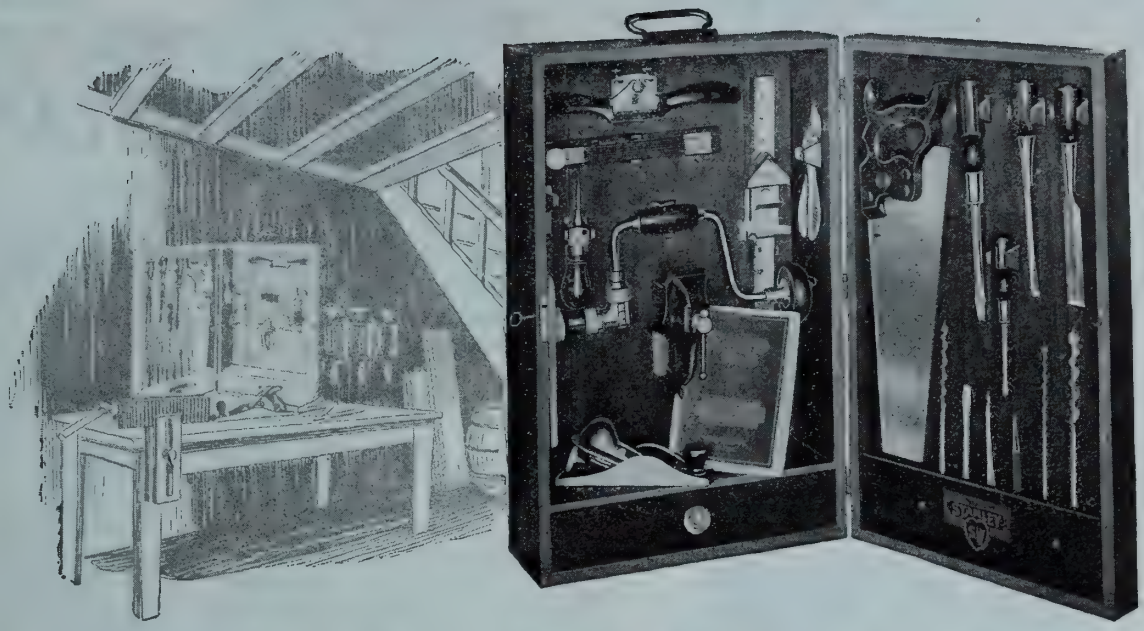
Insist on (AUSTIN'S) makes where Strength and Durability are required.



PROPELLER SOLID BRAIDED COTTON SASH LINE AMERICAN SIZE Nº 8

PROPELLER PROOFED SOLID BRAIDED COTTON SASH LINE, AMERICAN SIZE Nº 9

AJAX WATERPROOF TROLLEY CORD AMERICAN SIZE Nº 10



STANLEY TOOL CHESTS *for* THE HOME

Feature this chest as a graduation present for boys—and as a wedding gift for new home owners.

No. 852 (the chest shown) contains an assortment of Stanley Tools especially adapted for home work. The doors of the cabinet are securely fastened by a substantial lock. Convenient handles at the top. The twenty tools are fastened to the side, back and door of cabinet by specially constructed clips which hold them in place. Drawer in base of cabinet for small tools, nails, etc.

Write for selling helps

The Stanley Rule & Level Plant

The Stanley Works:

NEW BRITAIN, CONN.

Canadian Representative:

A. MACFARLANE & CO., LTD.

Coristine Bldg., Montreal, Que.

Have a Big Store in a Small Town

When your customers board the train to buy in distant cities they seek something they ought to be able to get in their home town.

If you could hold this trade your business would grow more consistently.

Long Distance puts the jobber's and manufacturer's warehouses at your elbow. Spend a cent to earn a dollar. That is the secret of having a big store in a small town.

"Use the Bell to Sell"—and to Buy.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

FIRE-RESISTANCE

There is no building material absolutely fire-proof. Everything used in building is affected in some way by fire. Wood burns; slate and stone crack; metal becomes so hot it burns the wood beneath. The best that can be said is that a material is fire-resistant.

Brantford Leatheroid Roofing

resists the action of fire. It will not support combustion. Sparks and burning brands falling on Brantford Leatheroid die out without causing the roof to ignite. It is rated by Fire Insurance Companies as "non-combustible" and is allowed a lower rate. Besides it wears long and well. It does not rot nor can it rust. There is satisfaction at low cost in Brantford Leatheroid Roofing.

Brantford Roofing Co., Limited

Head Office and Factory, Brantford, Canada.

Branches at Toronto, Montreal, Winnipeg, Halifax.

Retail Price

$1.50

Compass and Sun - Dial

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada Limited

DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

HANDLES

How is Your Stock?

We are prepared to ship you quickly anything in the line of Axe, Hammer, Peavy, and Cant Dog Handles. Ours are made of the very finest of clear, straight-grained Second Growth Hickory, White Ash and Maple.

We take special pains to split our stock the right way of the grain, assuring perfect uniform goods.

We also make remarkably good base-ball bats.

Darrah Bros.

Sutton, Que.

Sell Starrett Hacksaw Frames

For all 'round work recommend this No. 489

You can't go too far in recommending the Starrett No. 489 Hack Saw Frame. For the average buyer who wants a good stout tool for all 'round work this Hack Saw Frame just fills the bill.
Telescoping frame, made of heavy tubing, permits use of saws any length from 8 to 12 inches, and blades can be set to cut in any one of four directions.
Wing nut provides adjustable tension.
Every mechanic will appreciate the "Easy Grip" handle—especially when cutting tough metal.
Finely finished and nickel-plated.

Complete data on all Starrett Hack Saw Frames and the full line of Starrett Fine Tools is included with illustrations in the Starrett Catalog No. 22 "M.A." and special Supplement of new tools. Copies free on request.

THE L. S. STARRETT COMPANY
THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hacksaws Unexcelled
ATHOL, Mass.

Starrett Tools

42-332

TRADE **FRAIM** MARK

No. 691 (Full Size)

Does Your Trade Require a High Grade Lock?

Here is a Padlock made of the best Cast Bronze, with laminated brass bolt locking the shackle at both heel and nose, six secure levers and all brass inside works.

It cannot be affected by climatic conditions and can be master keyed in a large number of changes. It is one of the finest and most substantial Padlocks made, and can be retailed at a good profit at $1.25.

No. 690—With two flat steel keys.
No. 691—With two malleable iron barrel keys.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Sent free upon request.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.

Canadian Representatives:

COHOON & PUGH, 11 St. Sacrament St., Montreal
A. E. HANNA, 218 Portage Avenue, Winnipeg

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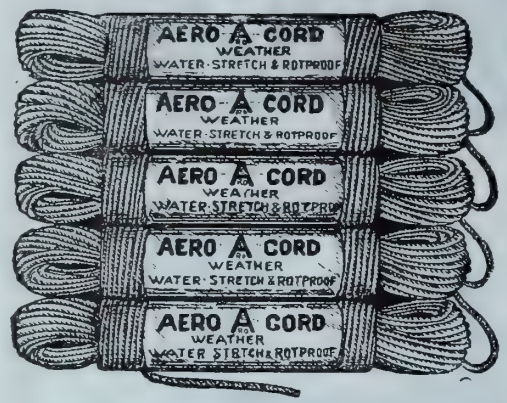


Your trade is entitled to the best article procurable for a given purpose, price being equal.

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

"THE KIDDIES WILL PUSH THEM"

If you will stock them

The latest thing in children's vehicles.

Our newest Ball Bearing "DISCO" wheel coaster. Made in three sizes. Rubber tires only. Body and wheels painted bright canary yellow. Trimmed in black. Ask for our advertising matter.

Order early to be sure of your supply

The GENDRON MFG. Co.,
LIMITED, TORONTO.

ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO Water Systems

"Automatic and Sure"

Offer your customers the greatest convenience a farm or suburban home can have—water wherever and whenever it is required and under pressure.

TORONTO Water Service Systems are automatic and quick. May be operated by electric motor or windmill.

NOW is the time for you to sell these modern conveniences. Styles and sizes to suit individual needs. With the Toronto line you need not lose a single sale. Get our attractive Dealer proposition immediately.

Ontario Wind Engine & Pump Co., Ltd.

ATLANTIC AVE. - TORONTO

Montreal Winnipeg Regina Calgary.

TRADE **CHICAGO** MARK

SPRING HINGES

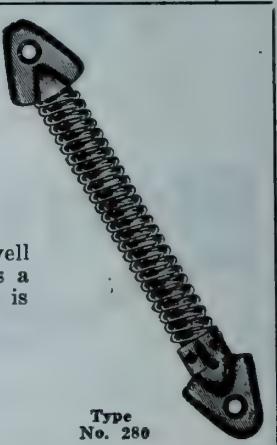
Type No. 270

The "Reliance"

The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring. It is profitable to the dealer.

The "Chicago"

Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.
Is your stock complete?



Type No. 280

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36

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Why Bother about Files?

Once sell a customer files that are satisfactory, and you have established a contact with a regular buyer.

His files must be replaced periodically; they cannot be re-sharpened. If he is satisfied with his first purchase, he will become your steady customer for files—and more.

Kearney & Foot
Great Western
American
Arcade
Globe

FILES---RASPS

are the standard for cutting quality and long service. Stock these, and you are sure of retaining your file customers, who know these brands and accept them without question.

Your jobber will supply you promptly with any of these brands.

Made in Canada by

Nicholson File Company

PORT HOPE **ONTARIO**

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

SOMETHING TO BARK ABOUT

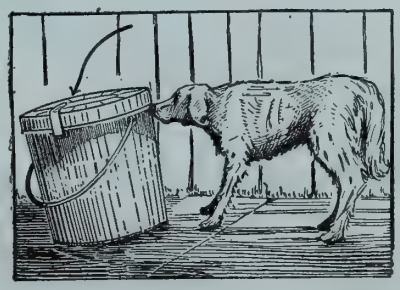
WRICO

SURE LOCK GARBAGE PAILS and ASH CANS

With our new patented Sure Lock Covers all our Garbage Pails and Ash Cans are

Absolutely Dog Proof

The covers cannot come off until deliberately removed by human hands.



Flies, Rats, Mice, Cats, Chickens, Dogs are **FOILED!**

The contents are never exposed to the air. If the can accidentally falls over, the cover **STAYS ON.**

The "Wrico" Sure Lock Cover is fitted to,—
Four Sizes Corrugated Garbage Pails
Three Sizes Corrugated Garbage Cans
One Size Plain Garbage Cans

Sold at the same prices as the regular Pails and Cans. Send for sample lot of Garbage Pails or Cans with the new **"Wrico" Sure Lock Covers.**

E. T. WRIGHT CO., LIMITED

Hamilton, Canada

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TANKS

Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your Money Back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

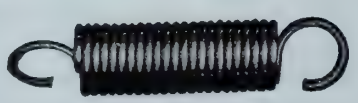
The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

G. PERKINTON
Broad Works, Broad Lane
Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery.

Wholesale Shippers' Agents:

HALE BROTHERS
318 St. Paul Street, West
Montreal

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Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

FRANK WOOD

LIMITED

Helm Works, Arundel St.,

SHEFFIELD

CODE: A.B.C., 5th Ed. CABLES: "Expedite" Sheffield

Table Cutlery & Carvers

in

Ordinary or Stainless Steel

Carvers in Cases a Speciality

Cabinets of Cutlery

Spoons and Forks

Fish Eaters

Small Case Goods

Black Diamond Files

for long life

Men who know factory costs appreciate the extra service Black Diamond Files give. Fine quality steel-correctly tempered-give them their long lived efficiency.

G. & H. BARNETT Co.

1078 FRANKFORD AVENUE

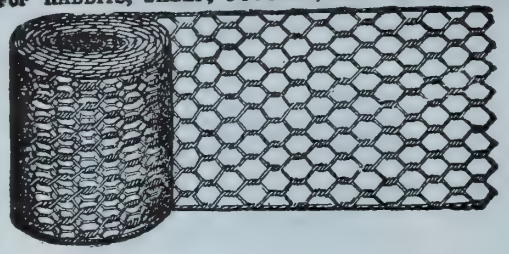
PHILADELPHIA, PA., U.S.A.

Owned and Operated by

NICHOLSON FILE COMPANY

PROVIDENCE RHODE ISLAND

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

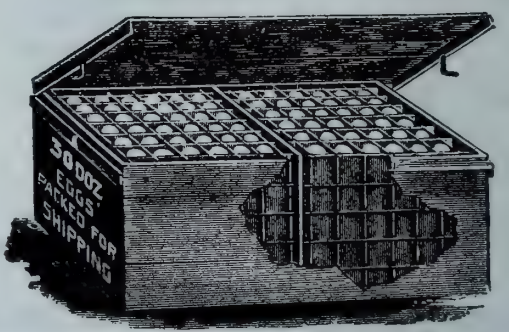
Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

How to avoid Egg breakage



One broken egg in a crate will destroy others—and no one wants to receive a crate with any broken eggs.
For extra long hauls recommend **Special No. 1 Fillers.** They are calendered to a hard, smooth surface. This makes the outside tips answer the purpose of a buffer for any shocks, jars or impacts, transmitting the force from point of impact to the opposite end of the case. This eliminates the strain on the cells and prevents telescoping. Invaluable for ocean shipments.
No. 1 Filler. Very high grade and good for long hauls, but not as strong as the Special.
No. 2 Filler. Should be used for local use only.
Help your customers to buy the right filler to minimize egg breakage.

THE MILLER BROS. COMPANY, LIMITED
511 St. Catherine Street West, Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
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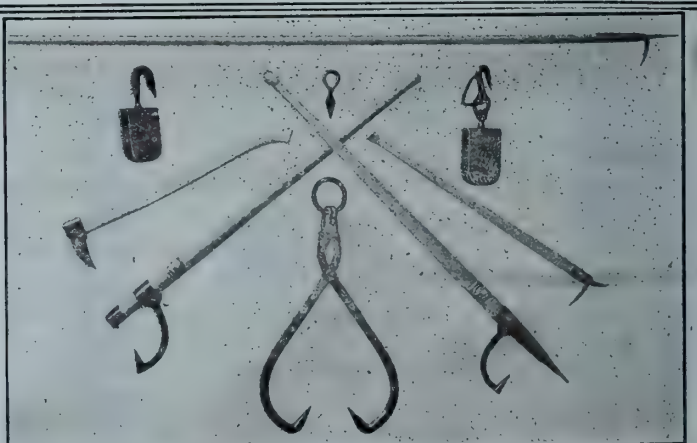

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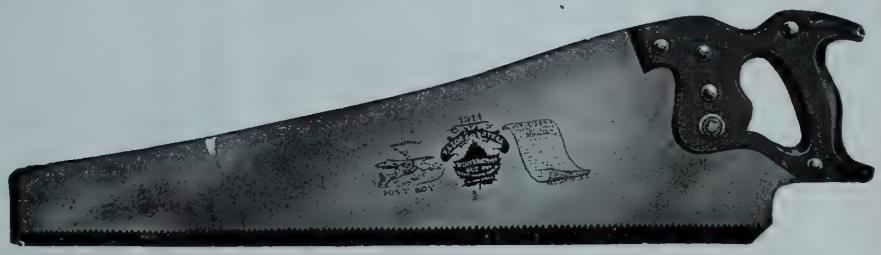

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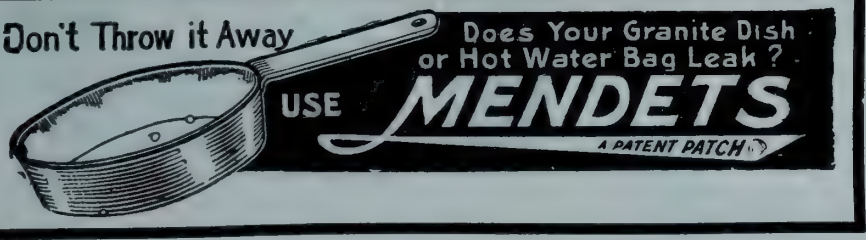

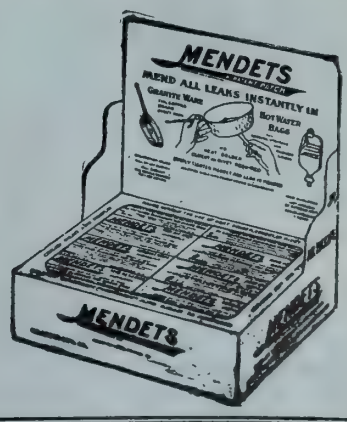

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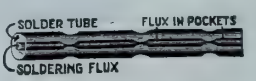

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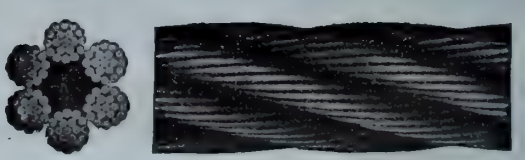

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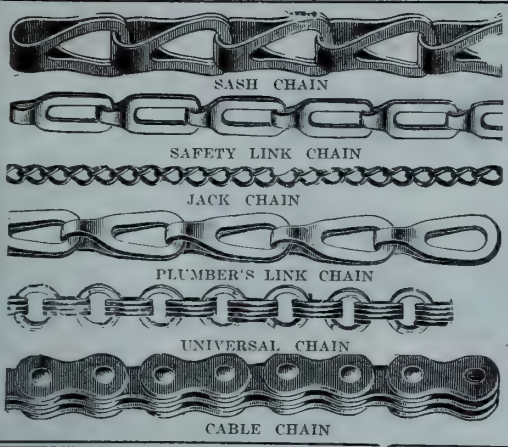

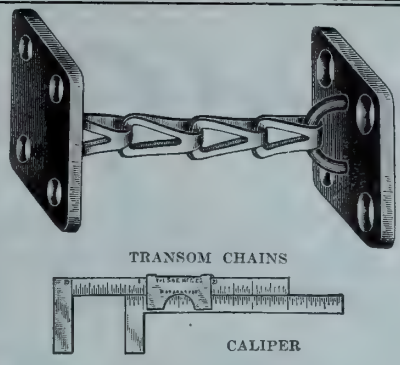

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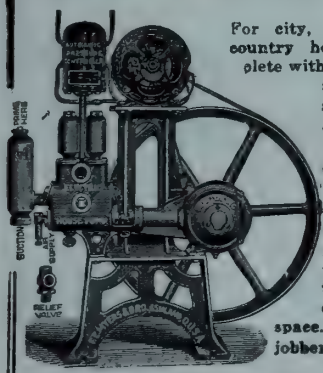

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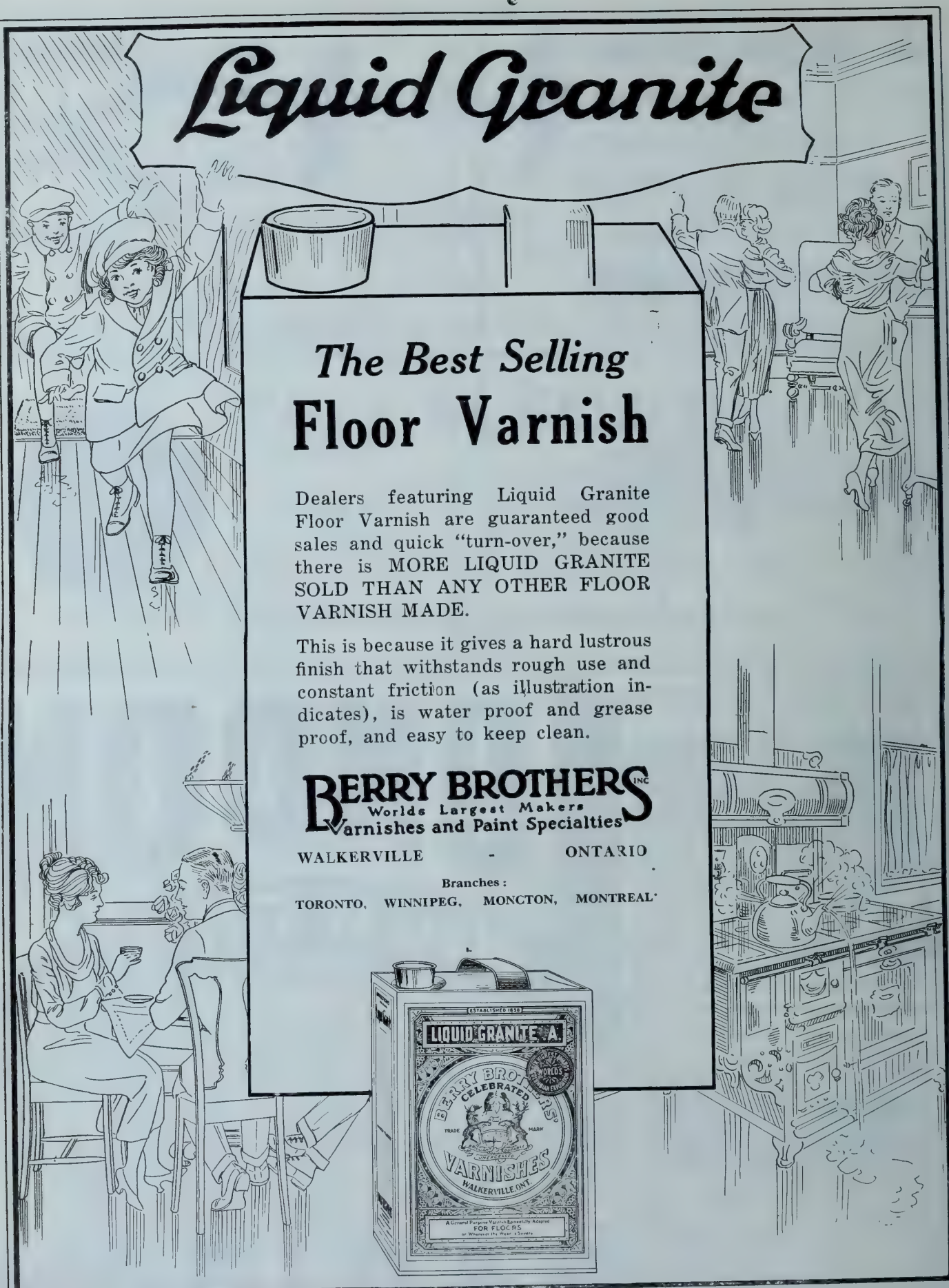

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JUNE 10, 1922. No. 23

Budget Changes Alter Hardware Prices

Prices on Domestic Hardware Advance Because of Increased Sales Tax Whereas Certain Imported Hardware Declines in Price Because of Removal of Importing Restrictions—Revision in Wire, Iron and Steel, Etc., May Be Forerunner of Higher Prices

THE TARIFF and taxation changes announced in the budget have been thoroughly discussed by Montreal manufacturers, wholesalers and retailers, and to the hardware trade with a few exceptions the revisions are received quite favorably having in mind the necessity of increased revenue. It is a foregone conclusion that new taxes will arouse protest, and no matter what provisions were contained in the budget, criticism may be expected. However, from opinions expressed throughout the trade, it is generally recognized that the hardware field is quite fortunate in the 1922 tax and tariff proposals.

Increased Sales Tax

The increase of 50 per cent. in the sales tax is now a matter of fact. Preparations are being made by the wholesalers to "get under cover," and the same might be said of the retail trade. To the jobbers, it apparently means an increase in prices on most lines, slight in most cases, but general. As a forerunner, the revision in wire, wire nails, staples, bar iron and steel, which was recorded last week, may be taken as an indication that other commodities are to follow in the same trend. In speaking to one Montreal wholesaler, Hardware and Metal was informed that the revision in these products was announced because a sale usually amounted to a fair sum in comparison with other shelf hardware lines, and the latter would undergo the same change, although it would take some little time before the revisions would be completed.

While in some instances the retail merchant has not yet decided on what procedure will be taken, it is plainly seen that absorbing the higher amount is almost impossible. Formerly the practice of not including the tax in costs, not passing it on to the consumer, was undoubtedly too common, and with a little more thought and time, the retail merchant will not now be obliged to bear the burden that he was carrying previous to the budget.

The Stamp Tax

From its present reading, the Stamp Tax is under much criticism by some, while others seem willing to allow this item to pass with little concern. This extra tax naturally affects the larger business houses more than the smaller establishments, or the retailer. Manufacturers and many hardware jobbers join in the protest to the Government and are anxiously awaiting the outcome of recent deputations. That the Finance Minister will make a drastic change in this direction is hardly expected, but some modifications, such as a flat rate, is thought probable. One wholesaler suggested that a tax of 3 cents on cheques up to $100, 5 cents from $100 to $1,000, with a further proportionate increase for higher amounts, would meet the requirements of needed revenue and would no doubt be more acceptable to all.

With slightly higher prices on most commodities, following the increased sales tax, it is quite obvious that lines of German importations will follow the opposite trend. To allow direct import of German goods means, according to importers, an immediate reduction of approximately 10 per cent. on lines of German shelf hardware and smaller wares. This is for the present; the future trend of these foreign goods is considered problematic. On some, the depreciated currency clause in the budget will not have the material effect that many expect. Productive costs in Germany are on the increase, and it is only natural that she will adjust her prices to higher levels in the existing circumstances. Added to this, one local wholesaler asked the question: "Is it not reasonable to expect that Germany will take advantage of the Canadian tariff revision, and not allow her goods to come in to Canada at ridiculously low prices?"

For heavier goods, lines appertaining to the steel industry, the future result will be watched with interest. Opinions are expressed that because of Germany's inability to supply even present demands, there is little chance of her entering this market to any extent.

Increases Cost of Living 10 and 20 Per Cent.

"We as manufacturers, believe that while the sales tax is the proper method of taxation, trouble and expense would be saved if collection was made from the manufacturer only. By taxing the Canadian manufacturer, and foreign goods at point of import, there would be an appreciable saving in collection expenses alone. There is bound to be leakages in the present method, and a pyramid is formed, with the government making no extra gain, but the consumer losing out. Instead of the consumer paying the amount of tax, I believe a conservative estimate is that the cost of living is increased from 10 to 20 per cent. through the accumulating process," said Royal Cluxton, general manager, Canada Paint Co.

Adding "Plus" Entry to Monthly Accounts

A method of passing the sales tax on to the consumer, and claimed to have worked out satisfactorily during the past year, was explained by J. H. Lambert, proprietor of the Outremont Hardware, 1205 Van Horne Ave., Montreal. This store is located in an outlying section of the city and customers become very well known both to the store proprietor and salesmen, and for this reason a fairly extensive credit business is done with tenants and house owners. Various manufacturing plants are also located in this section, and payment of accounts are only made by these once a month.

Every thirty days each account on the books is forwarded, and to take care of the sales tax 1½% last year a "Plus 1½%" was added at the bottom of each statement. Mr.

Lambert states it worked out quite satisfactorily, and while some of his customers at first complained of it, when fully explained there was little or no difficulty in collecting. Although the entry did not read as a tax, it was explained to the various parties that it was added because the store had to pay this amount, and sometimes more on all goods bought and the government did not expect the retailer to pay. They were also told that the tax was not added in the price of the goods such as was the practice with many other merchants. Certain manufacturing concerns had at first complained, but the difficulty here was soon overcome, they no doubt taking a broader view of it, and realized that they were charged the same amount from the jobber, and a higher rate from any manufacturer with which they did business.

"What about cash sales?" asked Hardware and Metal.

"We lost out on these, but it was not altogether a total loss because we charged 1½ per cent. on retail prices on credits, while we only paid this amount on resale prices. While we realize we were only partially covered, it was better to collect part than to lose all such as many other retailers were doing," replied Mr. Lambert.

It was further explained that an inventive was offered for cash payments in this practice, and he was sure that while it was only a small amount, it was considered worth while by some of his customers.

Not Applicable With Increase in Tax

Although this method could be followed out when the lower tax was in vogue, the recent increase in sales tax would involve too much of a loss for them to continue to absorb even a part. With the tax now 2¼ and 4½ per cent., it was too large an amount to "play" with, and the only reasonable way for the retail merchant to clear himself was to add it to the cost of his goods.

Injures Reputation of "Sheffield Ware"

Report of Trade and Commerce Department for Fiscal Year Shows 109 Seizures of False Measures Were Made—Prices of Sisal and Manila Fibre More Evenly Balanced—Decreased Oil Production—Silverware Manufacturers Handicapped—Metric System

SOME INFORMATION has been secured by Hardware and Metal concerning the operations of various sections of the Department of Trade and Commerce during the last fiscal year which reveals some facts of interest to the retail hardware trade.

During the year 109 seizures were made of false and incorrect measures and thirteen court proceedings taken in which eight convictions were secured with fines amounting to $120, two cases were withdrawn, one case was lost and two are still pending. Five of the cases were for selling short weight. It is pointed out that short weight cannot be adequate y controlled until net weight legislation is passed.

The Inspector of Binder Twine reports twine in all plants and warehouses up to the standard and consumers well satisfied. He reports that manufacturers indicated that the year had been satisfactory, prices of sisal and manila fibre having been more evenly balanced than usual and the transportation of raw material much improved. The quantity of binder twine manufactured in the year amounts to twenty thousand one hundred and ninety-eight tons.

Oil Production

Oil production for the year was not equal to the production of the previous year, severe storms having interfered with oil plants, derricks, etc. A total decrease of 40,000 barrels for the year is reported. Mention is made of the new development in the Mackenzie river district and it is anticipated that big development will take place in the coming season. The total oil production for the period amounted to 6,545,571 gallons or 187,016.11/35 bbls., on which bounty amounting to 98,183,38 was paid.

Gold and Silver Marking

W. J. Ryan, Inspector of the Gold and Silver Marking Act, reports as follows: "Canada has endeavored to emulate Britain in establishing a standard of fineness for her manufactured articles of gold and silver, but being situated closely alongside a country that has no national standard or obligation in regulating the fineness of gold and silver she is somewhat handicapped especially in competition with that country's product. The Marking Acts of Britain and other European countries apply only to gold and silver, and not to materials known in this country as gold-filled, rolled gold plate, gilt and electro-plate, all of which are truly American and in no sense do any of these terms define quality. No Government other than our own has ever attempt to regulate by statute the marking of goods mentioned in the foregoing and I regret to say that section 10 of our Act which attempts to regulate the marking of such goods is far from satisfactory.

Sestion 11 governing the marking of silver electro-plate prohibits the abuse in this country of a practice that the British Chamber of Commerce recently complained of as being common in the U. S., i.e. usurping the marks of British manufacturers, and passed a resolution at their meeting in Toronto dealing

(Continued on page 56)

One Stitch in Time Saves Nine, But— Two Flies in Time Save 1,555,200,00

Dr. Hastings, M.O.H., of Toronto, has issued his annual warning to swat flies. He says:

"Actual figures handed out from Washington and Ottawa, where most careful observations have been made, reveal the fact that a pair of flies starting off on the first of May, if not interfered with, by the first of August, will mean 1,555,200,000 adult flies, one-half of which are females and capable of laying 120 eggs each. Start your swatting early."

Dr. Hastings declares it is now established that house flies transmit not only typhoid, but many communicable diseases. This provides hardware merchants with some arresting "copy" for ads. and window cards to sell screens, swatters, etc.

Garage Accommodation, Curb Pumps Etc. Help Auto Accessory Trade

One Western Hardware Merchant Conducts "Hardware-Motor Inn" Which Invites Prospects for Hardware and Motor Supplies and Suggests a Safe Place for Temporary Parking of Cars—Linking Accessories Up With the Curb Pump

MANY hardware merchants throughout Western Canada have worked up excellent trade in automobile accessories in combination with garages and also as a department of their retail hardware business with a curb pump to attract motorists.

In one of the photos shown herewith a window display of automobile accessories as used by Scroggie & Meyers of Moose Jaw, Sask., appears. It will be noted that this display is in the window closest to the curb pump also shown. The gasoline pump is the first one that motorists reach on entering the city from the south, and linking up accessories by the window displays and by suggesting various lines to motorists while looking after their gasoline and oil requirements, has developed an active business in automobile accessories for this firm.

The two principals of this firm are well aware of the possibilities which exist for the sale of auto accessories and kindred lines, having both traveled Western Canada as commercial salesmen until they commenced business together in 1920. J. M. Scroggie began his hardware career twenty-two years ago with J. H. Ashdown retail store in Winnipeg under the direction of Jim Lindsay. In those days it was an apprenticeship proposition of three years at a salary of $16 per month. From there he went to the McDonald Fleming store in Winnipeg as manager of the builders' hardware department. Mr. Scroggie was later a traveler for Martin-Senour Co., and was consequently Western manager for Pratt & Lambert, Inc.

A. Clarke Meyers, the other member of the firm also traveled the West prior to joining the partnership which forms the present firm. This is the only hardware store in South Hill, a suburb of Moose Jaw, and a population of 5,000 is available for business. Aggressive tactics are applied to each line of hardware, particularly builders' hardware as many customers are working men who construct their own homes or do considerable repair work.

Operates Garage and Hardware Business

Witzke Bros., hardware and garage at Mossbank, Sask., have developed extensive business in auto accessories an is looked upon as one of the most up-to-date hardware and garage businesses in southern Saskatchewan. The layout of the building is admirable for the purpose, as will be noted in the illustration. The building is 80 x 90 ft. and the major portion of it is used for the garage and accessory business. The garage business was a new venture for this firm up until two years ago, before which they carried only hardware. The two businesses are still kept separate as far as accounting is concerned. If anything is taken out of the hardware or accessory stock for the garage or vice versa it is charged up the same as if it were going out to a customer. In this way the expenses and earnings of each department can best be established.

Small Tables a Big Help

In connection with the hardware stock small display tables are found effective. Ten of these are on the floor of the store with small ware displayed and placed where customers may handle it. Prices are given on each line. Customers look over these tables, select what they want and bring it to the counter to be wrapped when the store salesmen are too busy to give immediate attention.

Heavy hardware is kept at the rear, and a complete tinshop is also located in a separate department at the rear of the store. The sign on the front of the store "Hardware-Motor Inn" is meant to be an invitation to the passing motorist to come in for his motor car and hardware needs. Or if it is a traveler or tourist who reads the sign it suggests to him an "automobile hotel" where he can register his car and

(Continued on page 33)

The way in which certain hardware firms are linking up with auto accessory business is indicated in these illustrations showing curb pump and auto accessory window of Scroggie & Meyers, Moose Jaw, Sask., and a combination hardware garage business conducted by Witzke Bros., Mossbank, Sask.

Welcomes all Mail Order Competition

"We Meet All Legitimate Mail Order Competition, and Welcome It," States Montague, P.E.I. Store—Re-built and re-modelled to Assist Towards Better Service, aand Gain Confidence—Enlarged Store With Modern Fixtures Saves Sales Help

MAIL order competition has been met successfully by many merchants, while others are able to cope with it only to an extent. In recent years this competition is perhaps not considered as serious a menace to trade in the home locality as formerly, because of merchants putting forth their efforts in this direction. By educating the people in the locality, pointing out the advantages of buying at home, and for cash, has helped. Actually showing a customer by comparison of prices has been, perhaps, the biggest factor in remedying the situation. Poole & Thompson, Montague, P. E. I., have found that by inviting the customer to compare prices, and announcing the fact that this competition is met to the satisfaction of the purchaser, invariably the sale can be made.

"We meet all legitimate mail order competition, and welcome it," states C. W. Thompson of the above firm. "We mark our goods so as to compete with prices given in the mail order catalogs for goods that can be readily identified. Customers are then invited to bring their catalogs to check prices, allowing us to show them how they can do just as well at home. By advertising in the press, by circulars, and by placards posted throughout the store, we announce that we meet this competition, and invite the public to bring their cash to us instead of sending it out of the locality."

No Price Advantage

When the merchant has educated the people in his community that there is no price advantage in buying from the outside, the would-be customer has little further argument to offer. Reasoning that money sent out of the town or community is lost, insofar as any further benefit can be derived, can often help along educational lines, but a money saving is really uppermost in the minds of those who would purchase. Cash with purchase is all important, and is the only way in which the merchant can deal with the situation. Cash is forwarded to the mail order house in advance, surely the merchant is entitled to cash on delivery.

Meeting prices on hardware commodities listed in mail order catalogs on the whole is not such a difficult problem. True, there are certain lines offered at prices that leave very little margin for the dealer. Usually these are lines where a "special" is shown, and to meet this the merchant is forced to be content with little or no profit. However, his dollars are working, and by sacrificing on one article he invariably gains on others. A mail order is very seldom made out for one item only, but

What Sport is Your Locality Interested In?

Though all summer sports are now being indulged in to a considerable extent throughout the country it is generally found that certain districts specialize on certain sports. The display shown herewith has been very effective in developing business in sporting goods for early summer as it carries a broad appeal. A tennis net has been strung across the back with balls and racquets shown throughout, some in cases and some out of them. Golf sticks and bags, baseball outfits, canoe paddles, flashlights, etc., are all summer sporting needs which are included. The pyramid in the centre adds to the effectiveness of the window. A cup donated to some local team is always helpful in attracting interest of prospects.

usually consists of a selection from the various pages of the catalog. Profit is to be had on the majority of these selected articles, gained by the house, local or outside, who receives the order.

Attractive Store Invites Customer

To be able to keep the interest of the local buying public centred in the home town, Poole & Thompson were convinced that a modern attractive and inviting appearance to their store was necessary, and recent re-modelling and rebuilding has been undertaken. In so doing they have more than doubled their floor space, equipped their premises with modern fixtures throughout, and have taken on the appearance of one of the most up-to-date establishments in the province. Mr. Thompson stated that people were entitled to an attractive display of the lines they were purchasing, and were willing to patronize a neat and well kept store as it offered them something to feel proud of, more so in a small town such as Montague.

With increased floor space, and a general enlarging of the store, also the hope of extending better service to their customers, it would be only natural to suppose that the sales force was also increased. In reply to a question in this direction, Mr. Thompson stated: "No, we did not increase our staff as the layout and fixtures enabled us to do much more business with the same number of salesmen, and at the same time render much better service."

Business with the store has been on the increase each year, and securing a good share of trade that formerly went to outside firms is responsible for a share of the advancement. The confidence of customers, service, and catering to known requirements, playing their own parts in helping to gain this standing. "We attribute the increase in our business to the fact that we have gained, and are endeavoring to hold, the confidence of our customers. We cater to them in every possible way, and try to give a service which we believe is appreciated," is Mr. Thompson's explanation.

GARAGE ACCOMMODATION CURB PUMPS

(Continued from page 31)

find a nice warm place for it on a cold night and be sure of finding it intact in the morning which is not always the case when left on the street.

Witzke Bros. are pioneers in the hardware business in this part of the country having shipped the first car of hardware into the town of Expanse, eight miles north east of Mossbank before the railroad line was completed. Thus it is seen that this firm is a pioneer not only in the respect of having been located in the early days but they are still pioneering in the respect that they are introducing a number of new ideas which promise wider usage in the future.

"Hitting The Nail On The Head" For More Business

Following up Local Prospects Brings Much More Business in Various Lines of Hardware—Where to Look For Leaders—June Weddings and Business

(Written for Hardware and Metal by Major L. L. Anthes. President Anthes Foundry, Limited

IT HAS always been a mystery to the layman how the city daily newspaper obtains the various news items that give us such a fund of information regarding the world's events.

Before I became a reporter some twenty odd years ago I was as much puzzled as anyone else, but after I became "initiated" the "mystery" was a "mystery" no longer.

About this time of the year preparations are under way for the multiplicity of "June Weddings" of which there are sometimes dozens in one day during the leafy month.

In those days, the reporter had a number of reliable sources of information particularly as regards the more imposing events.

What were these sources of information?

Why the florists, caterers and livery stables. The man or woman who was assigned to "weddings" kept in daily touch with the leading people of these trades. As orders for carriages, flowers and refreshments were usually placed a few days ahead, the reporter had sufficient advance notice to obtain his details and his "story" for the paper was usually "set up" and "held" for the day of the "big event."

Well, what has this got to do with selling hardware?

I'll tell you.

In a little town less than fifty miles west of Toronto, a well-known merchant has his store on the main street of the town, this being the main artery of the country.

Almost any day during the winter and inclement weather "Billy" the proprietor, can be seen on the inside looking out, and in fair weather, on the outside looking around.

One day I was standing on the outside with "Billy" discussing things generally when he suddenly said "Excuse me," and made for a load of lumber which happened to be crossing the intersection of the main street half a block away.

"Are you building a house?" I asked him on his return. "No," he answered. "I just wanted to find where that load of lumber was going."

Then he explained to me that he kept tab on the movement of all building supplies in his township and as a result he always had advance information on new residences, rural and otherwise. This information he followed up and in the majority of cases talked the builder into placing considerable business with him.

He was doing exactly what the reporter was doing when he went after information on "weddings."

They were both using simple but effective business methods, which required only alertness, quick action and perseverance.

This same simple business expedient, if put into practice and continued would keep every merchant in the country busy, and they all could have an attractive store and a comfortable home like my good friend Billy.

Keep in touch with the building supply men, planing mill operators, brick-makers and other kindred tradesmen in your locality, and the success of the big daily newspaper will be to you no longer a "mystery."

TO MANUFACTURE PRODUCTS IN CANADA

Announcement is made by the Alemite Products Co., of Canada, Belleville, Ont., that they are planning to manufacture in Canada the Dole line of products comprising, double compression couplings, compression shut-off cocks, needle seat straight priming cups, angle cups, and gasoline shut-off cocks. These goods have previously been produced in the United States.

Electrical Manufacturers Say Hardware Trade a Electrical

THE PUBLICATION "Electrical News" which is highly regarded among the electrical trade which it serves and the editorial opinion of which is generally well balanced, has unfortunately run wild in its recent expressions in connection with the distribution through the hardware trade of electrical equipment. Its recent exhortations to the electrial industry to eliminate the hardware trade from the sale of electrical goods represent a wrong perspective or viewpoint on the subject due either to an unfortunate lack of data which this paper should have at its disposal or a wilful desire to pass over facts which should be taken into consideration on the subject, the desired result being to guide electrical business into unnatural channels of distribution.

Some excerpts from editorials appearing in Electrical News on this subject are given herewith.

Concerning the reported action of the Ontario Retail Hardware Association in securing from electrical manufacturers a statement of policy in regard to their business the statement appears "this quotation indicates that electrical manufacturers are not finding the hardware store as satisfactory a medium as formerly, or as they expected, and are withholding patronage. This is a foregone conclusion of course, but it is happening sooner than most of us expected."

This editorial continues "the fact is that electrical manufacturers never seriously considered using the hardware store as a permanent sales medium. It has been mutually satisfactory to do so temporarily—while the electrical merchant was getting his second wind, so to speak—but for an ultimate outlet for his merchandise it is safe to say we believe that such a thing was never contemplated by the electrical manufacturers."

Hardwareman is Shrewd

Proceeding further the article gives the hardwareman credit for being shrewd in that he has realized the attractive appearance of electrical goods and has been quick to see the value of these goods as a "shop front for their own rather unattractive stock."

The article continues "That is the end of the interest most hardware merchants take in electrical equipment. They are not good electrical merchants. They have no sympathy with the electrical industry. They don't understand the uses of the goods they sell. They are unable to arouse enthusiasm in their customers over their electric purchases. They are poorly equipped to give service. In a word, they are a make-shift as electrical merchandisers and are merely used because they seem to promise better results, temporarily, than the drug, millinery or grocery store, so filling up the interval while we are developing real electrical merchants."

Another editorial states: "If manufacturers and jobbers continue to encourage hardware stores to sell electrical goods and sit back and wait for the electric stores to develop of their own accord, it may be a long time before the retail end of the industry is able to stand on its own feet."—"The sooner we eliminate the hardware store from the electrical trade the better for everybody concerned."

Dealing With Facts

When the hardwareman is given credit for aggressive merchandising, for shrewd buying and selling and for taking advantage of every opportunity for selling goods, the editorials in Electrical News are dealing with actual facts, and hardwaremen will not object to being held up as an example to electrical contractor dealers of what can be accomplished by such methods. But when radical action is called for to eliminate the hardware trade from selling electrical goods, and when the hardware merchant's ability to sell such lines is scorned, this editorial opinion must of necessity lose much weight because it is not founded on fact and fails to represent current practice. Furthermore its efforts at confining the distribution of electrical equipment are not in line with today's principles of business.

Hardware merchants have been prominent in the sale of electrical goods in future will no doubt result in and towns throughout Canada hardware merchants have been the pioneers in introducing electrical lines and still retain the biggest volume of local trade in such equipment. Where lines are sold which require any amount of service such as electric lighting systems, stoves, etc., arrangements are made in most cases to give intelligent service, and if such were not being given the sale of electrical equipment through the hardware trade would hardly continue to increase as it has been doing steadily for some years. Then there are hundreds of hardware merchants selling electric toasters, percolators and other small appliances on which service is reduced to a minimum.

On the Wrong Track

As the Electrical News truthfully reports, the hardwareman is unexcelled when it comes to merchandising and the continued application of this ability to the sale of electrical goods in future will no doubt result in further increasing the volume of electrical business done by him. Taking the opposing viewpoint the Electrical News points out that it is safe in believing that electrical manufacturers never seriously considered using the hardware store as a permanent sales medium but as a temporary medium while the electrical merchant was getting his second wind. On the contrary letters which have been received from electrical manufacturers on this subject reveal the greatest appreciation of the hardware trade in the distribution of their product and a permanent medium of distributing an increasing volume of electrical equipment.

In view of the opinions expressed by these manufacturers hardwaremen do not feel their position is at all insecure. As a matter of fact the retail hardware trade of Canada has so firmly established itself in the distribution of electrical equipment that should these manufacturers do the illogical thing which the Electrical News desires, these retailers would secure supplies from other sources and no doubt there are plenty of manufacturers of electrical supplies who would be only too glad to make use of such important and extensive facilities for the distribution of their product.

Permanent Outlet For An Increasing Volume Of Supplies

That Canadian manufacturers of electrical goods have the highest appreciation of the retail hardware trade as a permanent and important means of distributing their product is indicated in the following letters from practically all manufacturers in Canada as received by the Ontario Retail Hardware Association:

HARDWAREMAN DESIRABLE AND LOGICAL MEDIUM

"Gentlemen:

"Whilst we know nothing of the movement referred to we are not unwilling to state our views for your information.

"We consider the hardware merchant a desirable and logical medium for the development of propaganda to consistently interest the general public in the most modern applications of electricity. As far as our manufacturers are concerned, namely, electric lamps and flexible conduit, we shall continue to consider the hardware merchant as a desirable and satisfactory customer, and would be glad to have the members of your own and other hardware associations make their members aware of our views.

"Without knowing the actual reasons for the movement to which you refer it would seem from a business viewpoint that any such movement to restrict merchandising and advertising methods is more likely to act as a boomerang to the detriment rather than to the advantage of those promoting it and for that reason appears to us to be a somewhat short-sighted policy."

HARDWARE TRADE IMPORTANT

"Gentlemen: It has been our policy in the past to sell to both hardware and electrical trade and wholesalers and we see no good reason why we should change our policy in this regard. We have always looked upon our hardware connection as important and worthy of every consideration."

HINGES ON STORE ITSELF

An electric washer manufacturer writes:

"Dear Sir: Our experience is varied. In some places we have good local representation through a hardware store, while in other places our interests are looked after by electrical stores.

"We consider that the decision hinges on the store itself.

HARDWARE DEALERS GOOD OUTLET

A manufacturer of electric heating appliances writes:

"Regarding the sale of electrical appliances through the hardware merchant, we wish to advise that we consider the hardware dealers a good outlet for electrical appliances.

"It is quite obvious that in order to make a success in selling electrical appliances, a dealer must be in a position to give service, this is very important, and if taken care of, we are perfectly satisfied with that retail outlet."

HARDWARE MERCHANT IMPORTANT AND VALUABLE OUTLET

"We have not planned to change our policy regarding the channels of distribution of electrical appliances. We have found the hardware merchant a very important and valuable outlet for our appliances providing, of course, he can take care of the servicing required in the handling of these goods."

HAVE ALWAYS SOLD HARDWARE TRADE

"Dear Sir: We have always sold the hardware trade and found them good outlets in the main for our merchandise.

"We believe, however, that where the hardware stores are desirous of handling electrical appliances they should have someone in their organization with sufficient knowledge of electricity to see that they are installed and sold under proper conditions and then be able to render proper service on the appliances that may be required."

RESTRICTION OF SALES NOT FEASIBLE

"Dear Sirs:

Re restriction of sales of electrical appliances to electrical dealers, please be advised that we have heard very little about this move.

"Personally, we do not think that it is feasible on the part of the electrical contract dealers to induce manufacturers to restrict the sales of electrical appliances exclusively to the electrical dealer. We ourselves enjoy too much business outside electrical appliances at the hands of the hardware dealer to make it posible to withhold from them the sales of such a commodity as the electric washing machines we make. As a matter of fact the splendid introduction so far of our washers has been largely through the hardware dealers both in the provinces of Ontario and Quebec. We are sure, to try to restrict the trade in this commodity to electrical dealers would hurt our business considerably and therefore we could not be a party to it."

KEEP ALL SOURCES OF OUTLET OPEN

"Gentlemen: It is not our intention to discontinue selling our appliances through the hardware trade. We believe it is necessary at this time to keep all possible sources of outlet open.

"It has been suggested, however, by our association that a greater success would be made of the appliance business by hardware merchants if they would give better attention to service after goods are sold, as if any criticisms were to be made of their handling these goods in the past, it would be in connection with the service or the lack of service."

GOOD HARDWARE ACCOUNTS

"Gentlemen:

We have not had any of the electrical contractor dealers approach us individually, or as an organization, protesting against the sale of our electrical appliances to the hardware dealer. We have some good accounts with both the contractor and the hardware dealer, which are appreciated. We hardly believe that any such action as your letter conveys could be seriously contemplated or successfully carried out."

SUICIDAL POLICY TO REFUSE TO SELL TO HARDWAREMAN

"Dear Sir:

"Your letter of the 15th instant, is the first intimation that there has been any concerted action on the part of the electrical contractor dealers to induce manufacturers to confine sales of electrical supplies to the exclusive electrical dealer. As you are aware, our distribution is entirely through the hardware channels and, needless to say, we have no thought of changing our selling policy as regards electric washing machines. In fact, to do so would, looking at the matter from purely a business standpoint, be a suicidal policy on our part."

HAS MORE SUCCESS WITH HARDWAREMEN THAN ELECTRIC DEALERS

"Gentlemen:

"In your letter you draw our attention to the fact that there is a movement on foot to market all electrical equipment through the electrical dealer. We heard of this movement some time ago on the other side of the line but as yet we did not know that the movement was making any headway in Canada.

"We can assure you that it is not our intention to in any way discourage the hardware dealers of Ontario from handling our electric washer. Our experience has been that the hardware dealers, in the small towns especially are very highly regarded by the buying public. We know that if we failed to put our goods across with the retail hardwaremen we stand very little chance of making a sucess with any other class of dealer. Our policy in selling electric washers has been to sell the hardwareman in each town if possible. If we fail to sell a good live hardware dealer we go next to the electrical dealer, but we find that in the majority of towns we have more success with the live hardware merchants.

"We might go on and explain just why we consider the the hardware trade the most satisfactory but we do not think that this is the time or the place to go into that question. Some time when the writer has a chance to talk to you personally he would be willing to give you some very interesting details as to the difference we have found between the two classes of trade.

"We wish to express our appreciation of the work that the Hardware Association is doing in Ontario and also to thank the officers of the association for the courtesy shown to our representatives at the Hardwaremen's Convention held at Hamilton last winter.

"We wish you every success in your work."

SHOULD ENCOURAGE ALL CHANNELS

"Dear Sir:

"Your letter of May 15th to hand and very briefly we may reply to the effect that we believe that the manufacturers of electric goods should keep open and encourage as many channels of sale for their goods as possible."

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Steel Trend Affecting Hardware Prices

HIGHER PRICES on iron and steel, chiefly bar products, in Toronto district this week indicate that the range of increased prices as commenced in Montreal last week is steadily widening in effect. These increases are no doubt due in some part to higher prices on coke, scrap, pig iron, etc., but primarily the situation seems to be considerably affected by the coal strike. Higher steel prices are already being reflected in hardware prices in Canada, shovels, scoops and such lines increasing five per cent. this week.

The increase in prices now quoted in Canada on iron and steel correspond with the first increase made by U. S. mills due to the coal strike. The fact that a second increase has been made on these products by U. S. mills this week may be significant of action to follow in this country. Producers are being forced to use a larger percentage of high priced coal thus raising costs. The only check on prices is said to be the policy of the Steel Corporation in adhering rigidly to the present sheet and tin plate prices on third quarter business. On sheets, however, this action is limited to July shipments and after that the market for sheets will be subject to current conditions.

That immediate requirements for steel have been fairly well met seems to be indicated by the fact that though prices are very strong at base rates, there is not as much paying of premiums to secure early delivery as was expected. In some cases a postponement of delivery until after lower freight rates on iron ore come into effect is being sought. The probability of lower freight rates on iron ore, pig iron, billets, wire rods, scrap iron, etc., within the near future in Canada, as outlined by railway authorities in connection with the hearing being conducted at Ottawa, will probably have a somewhat similar effect in this country.

Hardware Costs Move in Both Directions

NO VERY drastic changes are likely to be made in connection with the tax and tariff changes made in the budget as result of the debate which is now in progress in parliament. The hardware trade in its various branches is putting the new regulations into effect with a minimum of friction though some of the provisions are having considerable effect on prices. It is an odd result of the application of the new Sales Tax and the cancelling of the Marking of Imports and Depreciated Currency regulations that prices on domestic hardware are advanced while corresponding reductions are being made in imported hardware from countries whose currency is much below normal value. This is but a natural result of the cancelling of these regulations because in the case of German hardware, while formerly imports direct from that country bore duty at the rate of nearly 1,000 per cent. on some lines, these are now admitted under the average 35 per cent. general tariff.

Another result of the enforcing of the regulations has been to increase prices to the consumer on many lines where formerly the merchant absorbed the tax. Investigations made by Hardware and Metal this week among retailers indicate that in many cases the retailer is being forced to pay the Sales Tax to the whole saler for the first time, the latter having decided to collect it rather than absorb it themselves, and the retailer in turn is passing it on to the customer. This is as the government intended it should be, but difficulty is still encountered on certain lines where resale prices are established. One hardware merchant quotes the price on the article minus the amount of the tax and when a counter check is being made out for it the amount of the sales tax is shown separately. He finds that losses of sales under this method are very light and that people have become so accustomed to paying a few odd cents on amusement tickets, etc., that they soon realize what the odd amount is for and that it must of necessity be paid. This renders the tax somewhat similar to the luxury tax which other merchants had so much difficulty in collecting but the sales tax percentage is so much smaller than the luxury tax that this policy might be followed with little difficulty and much advantage to the retailer.

Can Stimulate Business to Aid "Slump"

"THE ONLY man to suffer from a summer slump this year will be the man who thinks people spend all summer in a hammock."

The foregoing truth will be worth bearing in mind by all business men during the next few months. If this is done the wheels of industry will not slow down during the mid-summer months but keep business active and prepare the ground for better business in the latter part of the year.

A great deal of preaching has been done by business experts that the return of active business on a profitable basis can be assisted a great deal by aggressive merchandising action on the part of retailers. No doubt every retailer has been putting forth greater effort for business in the last year than for some months prior to that time, but in many cases there must be a lack of appreciation of the amount of energy which is required to stimulate business.

The result of this situation was clearly demonstrated to a representative of Hardware and Metal who made some investigations among the trade in various parts of Ontario this week. The fact was revealed that of the merchants called upon about thirty per cent. reported the turnover of merchandise for the past six weeks to be in advance of that of the best year in the past. In certain other cases where only the value of turnover was known it was reported that this was within fifteen or twenty per cent. of the value of turnover for the best equivalent period in the past. With the decline in hardware prices it is therefore evident that the actual turnover of merchandise was probably as great as the best equivalent period.

In other cases merchants complained of poor business, of unemployment, of high prices, etc., and reported business to be in a very bad state. A closer investigation revealed the fact that the former merchants were turning such factors as unemployment to good use and utilizing every possible selling help. This comparison was sufficiently extensive to prove that despite average local conditions business could be greatly stimulated providing the right methods were used. To avoid that "summer slump," thought should be given now to methods of stimulation.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Better Hardware Movement in B.C.

Wholesalers and Retailers on the Coast Report More Activity and Better Tone to Trade This Week—Shipping to the Yukon is Commenced—Lumbering Industry is Active

VANCOUVER, B. C.—A distinct change for the better is the information gleaned this week from a tour of the wholesale and retail hardware houses in Vancouver. This is due to two or three reasons. First, weather conditions have been decidedly favorable if a maximum daily temperature of from 75 to 82 may be considered a factor. Gardening operations are at their height and this is having a good effect upon the buying of garden tools and repair parts. More money is available and retailers are said to be meeting their accounts with greater promptness.

Then the departure of the first direct C. P. R. boat, the Princess Louie, to the Yukon has resulted in good shipping business while at the same time, the better demand for lumber is keeping the logging camps active and this, in turn, is reflected in orders for tools for this trade.

Trade is quiet on Vancouver Island. In the Nanaimo district, the mines are operating on a two to three day a week basis which is less than normal for this season of the year with the result that buying is very conservative from that center. There is not much change in the Okanagan although some new construction work is felt in local distributing houses.

Possibly the greatest amount of out of town business is that which comes this week from the line of the Pacific Great Eastern, a goodly number of orders for general lines having been received. There has also been a lot of good buying from the Cariboo as a result of the gold rush.

There have been no price changes of consequence this week, the only reductions coming with special sales put on by two of the larger retailers in general lines and one of the department stores on aluminumware. Paints are holding fairly steady here but there is a strong sentiment that prices will be adjusted on a higher basis within the next month or two.

One of the Granville Street houses, which is selling out a number of lines, is giving many really good bargains, ranging from twenty to forty per cent.

The chief event of the week was the opening by Lieut.-Gov. W. C. Nichol, of the exhibition of British Columbia products and manufactures in which the hardware trade is well represented. Representative of all the service clubs and public bodies occupied every seat in the assembly hall of the Cassidy building when the opening ceremonies were under way. The large gathering then made an inspector of the exhibits and highly complimentary remarks were passed as to the lines displayed by hardware firms.

FIRE LOSS

In a fire which wiped out almost an entire business block at Alliance, Alberta, the store of Darcy's Hardware, suffered much damage, as well as several other business establishments.

NEW STORE

Norman D. Nairn, formerly salesman with Armstrong Smyth & Dowswell, Regina, Sask., has opened up a hardware store at Turtleford, Sask. He will carry a full line of shelf and heavy hardware, do tinsmith repairing, and later intends to put in a stock of furniture.

WESTERN CANADA NOTES

Kronau, Sask., Fred Schneider, hardware, has been succeeded by Ebenel & Schneider.

The Standard Sheet Metal Works Roofing Co. has been formed in Vancouver with W. N. Murray and R. J. N. Murray as partners.

Woodrow, Sask., Wright & Son, hardware, suffered recent loss by burglary.

Alliance, Alta., W. A. D'Arcy, hardware, suffered loss by fire.

The appointment of Metals, Limited, Calgary and Edmonton, as distributors for Berry Bros., Inc., varnish manufacturers, Walkerville, Ont., has been made for Alberta and East British Columbia.

The Kitsilano Cash Stores, Fourth Avenue west, Vancouver, have taken new premises a block away, and with their removal, Mr. Ashton has put in a line of household hardware, giving up one of his street windows for display purposes.

WESTERN CANADA NOTES

H. W. Reid & Co. have commenced hardware business at Selkirk, West Man.

Eight hundred travelling men and their wives are in Vancouver attending the annual convention of the Washington, Oregon and British Columbia district. The evening session was given over to a big stunts programme in the form of a smoker while the ladies of the party were given a theatre and dinner evening.

John F. Moss, manager of the Lee Hardware Co., Salina, Kansas, was in Vancouver this week, concluding a nation-wide advertising campaign. He was so impressed with the industrial possibilities of British Columbia that he announced he would open a distributing house shortly in Vancouver. The firm maintains factories at Salina, Kansas City and Cudahy and has a capitalization of $10,000,000 according to the visitor.

The will of the late W. G. Mackenzie, managing director of the Wood, Vallance and Leggat Company, Vancouver, recently sold to Marshall, Wells and Co., was entered for probate in the supreme court this week. The net estate is valued at $250,000. Mrs. Jane Drysdale Grassick a sister, of Toronto, is left $15,000 and a niece, Grace Mackenzie also of Toronto $1,500. The balance is left to the son W. G. Mackenzie on his attaining the age of 30. The latter was married a short time ago to Miss Eileen Kloepfer, daughter of J. C. Kloepfer, local hardwareman.

PROGRESS IN MONTREAL BUILDING

Montreal.—Building operations in the city continue to show an improvement for the first four months of the current year, as compared with the same period last year, the increase in estimated expenditure being $1,662,578.

The official figures supplied by the city building department show that during this period 2,187 building permits were issued for a total value of construction work estimated at $6,583,597, the figures for the same period last year being $4,921,019. The record by month in 1922 is as follows: January, $216,460; February, $561,100; March, $933,713; April, $2,038,834; and May, $2,831,490.

Events in the Trade

BUSINESS CHANGES

Pt. Colborne, Ont.—Harrison's Hardware has been sold to Messrs. Jno. C. Rawlins and J. Roy Martinson, and will be known in the future as the Rawlins and Martinson Hardware Co. Mr. Harrison has been in business here for the past thirteen years, having taken over the present business from Messrs. Congdon and Marshall, of Dunnville, on March 4th, 1909. Both of the new principals are known in town, Mr. Rawlins having been in the employ of Mr. Harrison since he began business here and Mr. Martinson since March, 1917. The new owners took possession on June 1.

NEW FIRMS

The Lyons Hardware are in business at 789 Weston Rd., Mt. Dennis, Ont.

Wm. Lindsay has opened a new hardware business at 1625 Dundas St., W., Toronto.

Beatty's Hardware are open for business at 994 Weston Rd., Mt. Dennis, Ont.

George Murray has commenced hardware business at 59 Prescott Ave., Toronto.

Kirkby Bros., have opened a hardware and electrical business at Islington, Ont.

NEW FIRM WANTS CATALOGS

Arthur O. Simoneau, Nicolet, Que., has taken over the store formerly occupied by Jacques Courteau. Mr. Simoneau desires to receive manufacturers' catalogs covering staple hardware and specialty lines, with prices and discount sheets.

OBITUARY

The death is announced in St. John, N. B. of Mrs. Elizabeth Anne McAvity, wife of Thomas McAvity, president of T. McAvity & Sons, Ltd.

William Davidson, managing director of Marlatt & Armstrong Company, Limited, Montreal, died after a prolonged illness, in his 69th year.

The death is announced of ex-Mayor Archibald Hunter, of Durham, Ont., who for the past twelve years has conducted a hardware business in partnership with his son. He died in his seventy-second year following prolonged disability. He was a grandson of the late Archibald Hunter, founder of Durham and had lived there all his life.

The death is announced at Brantford, Ont., of Edwin Chalcroft, retired hardware merchant, at the age of 89 years. He was at one time connected with the Wm. Buck Stove Company for 25 years. Later he engaged in the retail hardware business for 15 years. He then sold out and lived retired.

PERSONAL

Among the visitors to the Montreal trade this week were; F. R. Cougevan of Pratt & Lambert, Inc., Bridgeburg, Ont., and Mr. Van Cleef of Van Cleef Bros. Chicago.

Garfield Hood, sales manager, Ontario Steel Products Ltd., Gananoque, Ont., was a visitor at the Toronto office of Hardware and Metal this week. Congratulations are being extended to Mr. and Mrs. Hood upon the announcement of the birth of a nine-and-a-half pound baby boy.

WILL ADDRESS HARDWAREMEN ON RADIO

The next meeting of the Toronto Hardware and Paint Club will be held at Hunt's Tea Rooms, 788 Yonge St. on Mon. evening June 12, at seven o'clock. The main subject for discussion will be Radio supplies, to be introduced by Mr. Walkover of the Cam-Fish Company.

ANACONDA COPPER SUBSIDIARY ENTERS THE CANADIAN FIELD

Anaconda Copper Company, an important concern in the U.S. copper industry is entering Canada through its subsidiary acquired last year, the American Brass Company, which is completing arrangements for the acquisition of the Brown Copper and Brass Rolling Mills Ltd. at New Toronto, Ont. Several representatives of the American Brass Company have been conducting negotiations with the Toronto firm in New York.

The American Brass Company, itself a subsidiary, operates seven plants and the normal turnover of the smallest of these is $50,000,000. Anaconda Copper is rated as a $150,000,000 concern. It is reported that a new plant may be constructed in Toronto shortly to work in conjunction with the Brown Mills, and that Anaconda is negotiating for some zinc-copper properties in Western Canada.

TINPLATE INDUSTRY REVIVES IN NEW SOUTH WALES

A gratifying revival of trade has occurred in the New South Wales tinplate industry, which, despite the total absence of buying from Central Europe, is now working at 70 per cent. of capacity. One of the most reassuring features is declared to be the recovery of certain business in the Canadian market.

WILL SOON START FREIGHT AUDIT

Secretary W. F. Macpherson of the Ontario Retail Hardware Association advises Hardware and Metal that arrangements are now being completed for the service which the association is planning on giving its members in connection with the auditing of freight bills. Freight tariffs and classifications are being secured and already some bills have been received for attention. It is expected this service will be commenced within a month, and it will be conducted on the basis of 25% of the amount payable to the association for its work.

OPEN NEW PREMISES IN TORONTO

Taylor Instrument Companies, Rochester, N. Y., have just completed the purchase of property at 110-112 Church street, corner Lombard St., Toronto, which has been known as the Stevenson building and which will now be called the Tycos building. This branch has commenced with the repairing of the various instruments made by this firm and the assembly of certain instruments. The extent to which manufacturing or assembling will be done in Canada will depend entirely upon the development of business in this territory.

OPEN DOWNTOWN OFFICE IN TORONTO

The International Business Machines Co. Ltd., manufacturers of Dayton Scales, International Time Recorders, etc., have opened a sales and service store at 32 King Street West, Toronto, where a full line of International products will be attractively displayed. The new store, is centrally located in the heart of Toronto's downtown section, and will enable out of town visitors to inspect the various International lines without going away uptown. Demonstrators will be in attendance to explain the operation of any of the company's products, and interesting window displays will be a regular feature.

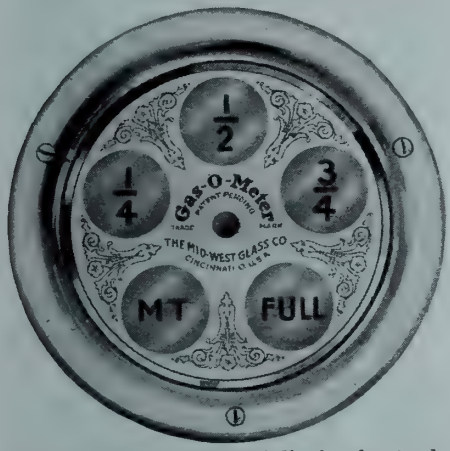
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

GASOLINE SUPPLY METER

A gasoline supply indicator, called the Gas-O-Meter, is being produced by the Mid-West Glass Co., of Cincinnati, Ohio. This product is built for adaptation to every type of car, except those having the gas tank inside the cowl. It is made in two sections, the indicator in the tank, and the meter on the dash board, under the observance of the driver.

The indicator consists of a copper, air-tight float, attached to a steel shaft,



and the float rises or falls in the tanks as the gas rises or lowers. This operates a shaft through the medium of two brass milled bevel gears. The inside shaft actuates an arm within the indicator head, and causes it to touch upon electrical segments, separate and distinct for each division of the gasoline supply. As the float rises or falls, it turns the indicator arm to the segment showing its location in the tank—empty, ¼, ½, ¾, or full—and as each segment is connected separately to the dash instrument the connection established by this indicator arm is in turn shown upon the meter.

WATER POWER HEATER

This device, which is called the World Beater, is described as a mechanical water power whipper and mixer, which may be attached to any standard kitchen faucet. It operates with ordinary water pressure and will develop between two and four thousand revolutions per minute.

This product consists of a water power device located in the top, and a tube which carries the water to the sink level thus keeping it away from the contents of the jar, and also the beater itself, which extends to the bottom of the receptacle.

It is produced by the World Novelty Co., of Elgin, Ill., who claim that it not only beats eggs but whips cream and mixes batters, and that it does so effectively and more easily than by hand.

An adapter is supplied with each beater so that it may be used on any kitchen faucet, whether it has a screw spigot or not. The jar if broken may be replaced with an ordinary mason jar. All metal parts are stated to be rust proof.

COMBINED TABLE DISHWASHER

A combination electric dishwasher and kitchen table, has been placed on the market by the Western Electric Co., of New York City, who are represented in Canada by the Northern Electric Co., 121 Shearer St., Montreal. This product has a porcelain white top when used as a kitchen table. The top is opened on the hinge and the dirty dishes placed in two wire racks and the top folded back in place. A touch of the finger on a convenient switch starts the motor. The dishes are washed by the continuous spray of hot water which is thrown over and around each of the dishes by the motor driven paddle wheel. Clean hot water rinses them the same way and they are dried by their own heat. The makers point out that the dishes need only be scraped and then put in the washer.

FAUROT-SCOPE AUTO LOCK

The Faurot-Scope lock is described by the makers as a compact anti-theft device made of a special composition metal. When the operator of the vehicle locks the device, the ignition system is completely paralyzed and a red diamond tell-tale is displayed. The auto cannot then be moved under its own power. The device is attached permanently to the left forward fender. The ignition system is put out of commission when a plunger capped with a red diamond tell-tale is locked in a socket sunk in the top of the Faurot-Scope.

The ignition system is restored to normal, and the automobile can be operated only when the plunger is unlocked, withdrawn, and replaced by another plunger capped with a plain white metal disc. Removing either plunger sounds an alarm on the horn with which the car is equipped, until one of the plungers is reset and relocked in the socket. It is made by the Faurot-Scope Corporation, 152 W., 42nd. St., New York City.

DASH MOTOR METER

The Borg & Beck heat indicator is described as a scientific instrument which records the true motor temperature in plain sight, on the dash. It tells at all times, it is said, the operating temperature, and indicates the approach of motor trouble before the danger point is reached. The manufacturers state that its efficiency does not depend on the water circulating system.

The principle of operation of this device is purely mechanical. It consists of three main parts—the actuating unit which clamps against the motor cylinder

a flexible shaft, and a gauge which is attached to the instrument board. The actuating unit contains a thermostat, with any variation in the temperature of the motor causing it to expand or contract, in proportion. A small gear segment and pinion are so connected that a timing motion is given to a flexible shaft, which connects the pinion with the indicator hand. The temperature ranges are designated on the gauge dial by contrasting colors, so that the operator can see at a glance the condition of the motor. A special model is designed for air-cooled motors. The Borg & Beck Co., are located at 920 S. Michigan Ave., Chicago, Ill.

ALEMITE GRAPHITE OIL

A graphite penetrating oil for general lubricating purposes is now being produced by the Alemite Products Co., of Canada, Belleville, Ont. A variety of uses are claimed by the manufacturers for this graphite oil, it being adaptable especially for motorists, but also suitable for the mechanic, for plumbers, for the farmer and for household service. For lubricating springs, for dissolving rust and thus releasing bolts, king pins, pipe joints and connections, for oiling farm implements, locks, hinges and for numerous other purposes, the producers point out that Alemite graphite penetrating oil has a specific service to perform. It is also claimed to be a rust preventive.

Half Holidays And Daylight Saving

List of Cities and Towns Throughout Canada Showing How Hardware Stores Are Observing Half Holidays, Hours of Closing and Daylight Saving

Alberta

BANFF.—No half holiday. Open every evening until 10 p.m. No daylight saving.
BROADVIEW.—Thursday half holiday from 1 noon. April to August 31st. Close at 6 p. m. except Saturday. No daylight saving.
CALGARY.—Wednesday half holiday from 1 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
CAMROSE.—No half holiday. Close at 5 p.m. during June, July and August and 6 p.m. rest of year except Saturday. No daylight saving.
CARDSTON.—Wednesday half holiday from 1 noon. May, June, July and August. Close at 6 p.m. No daylight saving.
CARLYLE.—No half holiday. Close at 6.30 p. m. except Saturday. No daylight saving.
CASTER.—General Stores Wednesday half holiday from 1 noon. May 15 to Aug. 31. Close at 6 p.m. except Saturday. No daylight saving.
EMPRESS.—Wednesday half holiday from 1 noon. May 24th to July 31st. Close at 6 p.m. except Saturday. No daylight saving.
FORT SASKATCHEWAN—No half holiday. Close at 6 p.m. except Saturday. No daylight saving.
GLEICHEN.—No half holiday as yet. Close at 6 p.m. except Saturday. No daylight saving.
HANNA.—Wednesday half holiday from 12 noon. June, July and August. Close at 6 p. m. except Saturday. No daylight saving.
HIGH RIVER.—Wednesday half holiday from 1 noon. June, July and August. Close at 6 p.m. except Saturday. No daylight saving.
INNISFAIL.—Wednesday half holiday from 12 noon. May to August inclusive. Close at 6 p.m. except Saturday. No daylight saving.
LACOMBE—Wednesday half holiday from 1 p.m., June, July and August. Close 6 p.m. except Saturday. No daylight saving.
MACLEOD.—Wednesday half holiday from 1 p.m. All year round. Close at 6 p. m. except Saturday. No daylight saving.
MEDICINE HAT.—Wednesday half holiday from 12 noon. All year ound. lCose at 6 p.m. except Saturday. No daylight saving.
NANTON.—Wednesday half holiday from one noon. June, July and August. Close 6 p.m. except Saturday. No daylight saving.
PEACE RIVER.—No half holiday. Close at 6 p. m. except Saturday. No daylight saving.
PINCHER CREEK.--Wednesday half holiday from 1 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
PONOKA.—Thursday half holiday from 12 noon May 11 to September 21. Close 6 p.m. except Saturday. No daylight saving.
RAYMOND.—Wednesday half holiday from 1 noon. May to September 1st. Close at 6 p.m. No daylight saving.
RED DEER.—Wednesday half holiday from 12 noon. May, June, July and August. Close 6 p.m. except Saturday. No daylight saving.
STETTLER.—No half holiday. Close at 6 p.m. except Saturday.
DIDSBURY.—Wednesday half holiday from 1 noon. May 17th to September 1st. Close at 6 p.m. except before holiday or Saturday. No daylight saving.
TABER.—Wednesday half holiday from 1 noon. May, June, July and August. Close at 6 p.m. except Saturday. No daylight saving.
WAINRIGHT.—Wednesday half holiday from 12 noon. July and August. Close at 6 p. m. except Saturday. No daylight saving.
WETASKIWIN.—Wednesday half holiday from 12 noon. June, July and August. Close at 6 p.m. except Saturday. No daylight saving.
YOUNGSTOWN.—No half holiday. Close at 6 p.m. No daylight saving.

British Columbia

ARMSTRONG.—Thursday half holiday from 12.30 noon. All year round. Close at 5 p.m. during summer except Saturday. No daylight saving.
CHILLIWACK.—Wednesday half holiday from 12.30 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
COURTENAY.—Wednesday half holiday from 12.30 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
CUMBERLAND.—Wednesday half holiday from 12.30 noon. All year round. Close at 6 p.m. except Saturday. Daylight saving not as yet.
GRAND FORKS—Wednesday half holiday from 12 noon. All year round. Close at 6 p.m. excepting winter months then 5 p.m. except Saturday. No daylight saving.
KAMLOOPS.—Wednesday half holiday from 1 noon. Entire year. Close at 5.30 positively, except Saturday. No daylight saving.
KELOWNA.—Thursday half holiday from 12 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving as yet.
NANAIMO.—Wednesday half holiday from 12 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
NEW WESTMINSTER.—Wednesday half holiday from 1 noon. All year round. Close at 6. 30 p.m. except Saturday. Daylight saving June, July and August.
NORTH VANCOUVER.—Wednesday half holiday from 1 noon. All year round Close at 6 p.m. except Saturday.
PORT ALBERNI.—Thursday half holiday from 1 noon. Entire year. Close at 6 p.m. except Saturday. No daylight saving.
PRINCE RUPERT.—Wednesday half holiday from 1 p.m. all year round. Close 6 p.m. except Wednesday and Saturday. Daylight saving from May to September, inclusive.
ROSSLAND.—Wednesday half holiday from 1 p.m. all year round. No daylight saving.
TRAIL.—Wednesday half holiday from 1 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.
VANCOUVER.—Wednesday half holiday from 1 noon. Entire year. Close at 6 p.m. Daylight saving July and August.
VICTORIA.—Wednesday half holiday from 1 p.m. All year round. Close at 6 p.m. Daylight saving until September.

Manitoba

BRANDON.—Thursday half holiday. May to October 1. Close at 7 p.m. except Saturday at 10.30. No daylight saving.
DAUPHIN.—Half holiday not decided. Close at 6.30 p.m. except Saturday at 10.30. No daylight saving.
DELORAINE.—Thursday half holiday from 12 noon. May 18th to August 4. Close at 6 p.m. except Saturday. No daylight saving.
ELKHORN.—Thursday half holiday from 12 noon. May to September 1. Close at 6 p.m. except Saturday. No daylight saving.
EMERSON—No half holiday. No daylight saving.
6.30 except Saturday. No daylight saving.
GILBERT PLAINS.—No half holiday. Close at 6 p.m. No daylight saving.
GLENBORO.—Thursday half holiday from 12.30. May 1st to Sept. 1st. Close at
HAMIOTA.—Half holiday Thursday from 12 noon .April 27 to August 17. Close 7 p.m. daily except Saturday. No daylight saving.
MACGREGOR.—No half holiday. Close at 7 p.m. No daylight saving.
MELITA.—Thursday half holiday from 12.30 noon. May 4 to August 17. Close at 6 p.m. except Saturday till 11. No daylight saving.
NEEPAWA.—Thursday half holiday from 12 noon. Close at 6 p.m. Half holiday from April to October 1. No daylight saving.
PORTAGE LA PRAIRIE.—Wednesday half holiday from 12 noon. May 15th to Aug. 15th. Close at 6 p.m. No daylight saving.
RESTON—Thursday half holiday from 1 p.m. May to end of July. Close at 6 p.m. except Saturday at 11 p.m. No daylight saving.
ROLAND—No half holiday. No early closing. No daylight saving.
RUSSELL.—Thursday half holiday from 12 noon. May to September 1. Close at 7 p.m. except Saturday. No daylight saving.
SOURIS—Thursday half holiday from 12 noon. May 1 to September 1. Close at 6 p.m. except Saturday. No daylight saving.
THE PAS.—Wednesday half holiday from noon. Entire year. Close 6 p.m. except Wednesday and Saturday. No daylight saving.
WINNIPEG.—Wednesday half holiday. May to September. 1st from 1 p.m. No daylight saving.

New Brunswick

CAMPBELLTON.—No half holiday. Close Monday, Wednesday and Friday 6 p.m. No daylight saving.
CHATHAM.—No half holiday. Close 6 p.m. except Saturday. No daylight saving.
DORCHESTER.—Thursday half holiday. May 18 to October 1. Close 6 p.m. except Tuesday and Saturday. No daylight saving.
FREDERICTON.—Thursday half holiday from noon. July and August. Close 6 p.m. except Saturday. No daylight saving.
MONCTON—Wednesday half holiday from 1 p.m. followed by majority of hardware firms. Others Saturday afternoon. No daylight saving.
PETITCODIAC.—No half holiday. Close 6 p.m. except Saturday. No daylight saving.

Nova Scotia

ANNAPOLIS.—Wednesday half holiday from 1 noon. June to September inclusive. Close 6 p.m. except Saturday. No daylight saving.
BRIDGEWATER.—No half holiday. Close 6 p.m. except Saturday. No daylight saving.
BRIDGETOWN.—Wednesday half holiday from 12.30 noon. May to October. Close

6 p.m. except Tuesday and Saturday. No daylight saving.

CHESTER.—No half holiday. Close Tuesday at 7 p.m. No daylight saving.

DIGBY.—Wednesday half holiday from 1 noon. May, June, July, August, September, Close 6 p.m. except Saturday. No daylight saving.

DOMINION.—Wednesday half holiday from 12 noon. May 1st to October 31st. Close 6 p.m. except Monday and Saturday.

GUYSBOROUGH.—No half holiday. Close 6 p.m. except Wednesday and Saturday. No daylight saving.

HALIFAX.—Wednesday half holiday from 12.30 noon. May to October. Close 6 p.m. Daylight saving May to October.

INVERNESS.—Wednesday half holiday from 12 noon. June to September 30. Close 6 p.m. except Monday, Friday and Saturday. No daylight saving.

KENTVILLE.—Wednesday half holiday from 1 noon. May, June, July, August and September. Close 6 p.m. except Tuesday and Saturday. No daylight saving.

LIVERPOOL.—Thursday half holiday from 1 noon. June, July and August. Close 6 p.m. except Saturday. No daylight saving.

NEW GLASGOW.—Wednesday half holiday from 12 noon. May to October. Close 4 p.m. except Tuesday. & Saturday. No daylight saving.

NORTH SYDNEY.—Wednesday half holiday from 1 noon. May to December. Close 6 p.m. except Saturday. No daylight saving.

OXFORD.—Wednesday half holiday from 12 noon. June to September, inclusive. Close 6 p.m. except Tuesday and Saturday. No daylight saving.

SYDNEY.—Wednesday half holiday from 1 noon. May 15 to October 1. Close 6 p.m. except Saturday. Daylight saving May 15 to Labor Day.

TRENTON.—Wednesday half holiday from 12 noon. May, June, July, August, Sepber and October. Close 6 p.m.

WESTVILLE.—Wednesday half holiday from 12 noon. 1st May to 1st November. Close 6 p.m. except Tuesday and Saturday. No daylight saving.

WOLFVILLE.—Wednesday half holiday from 1 noon. May, June, July, August, September and October. Close 6 p.m. except Tuesday and Saturday. No daylight saving.

Ontario

ALEXANDRIA—No half holiday. Close at 6.30 p.m. on Monday, Wednesday and Friday and 8 on Tuesday, Thursday and Saturday. No daylight saving.

ALLISTON—Friday half holiday from 12 noon. May to Oct. 1st. Close at 6 p.m. except Saturday all year. No daylight saving.

ALMONTE—No half holiday. Close at 6 p.m. five nights. No daylight saving.

BROCKVILLE. — Wednesday half holiday from 12.30 noon. June to September. Close at 5.30, except Saturday till 10 p.m. No daylight saving.

BRIGHTON.—Wednesday half holiday from 12 noon. May, June, July, August, September. Close at 7 p.m. No daylight saving.

BEAMSVILLE.—Thursday half holiday from 12 noon. May to September. No regular time for closing. No daylight saving.

BLIND RIVER.—Wednesday half holiday from 12.30 noon. May 17th to September 27, inclusive. Close 6 p.m. every night except Saturday. No daylight saving.

BLENHEIM.—Wednesday half holiday from 12 noon (not observed by all) May to October close at 6 p.m. except Tuesday and Saturday. Our hardware takes no half day and closes at 6 except on Tuesday and Saturday. No daylight saving.

BEAVERTON.—Friday half holiday from 12 noon. May to October, inclusive. Close 6 p.m. except Wednesday and Saturday. No daylight saving.

BURLINGTON.—Wednesday half holiday from 1 p.m. May to October. 1st. Close at 8 p.m. except Saturday. No daylight saving.

BRACEBRIDGE.—No half holiday. Close at 5 p.m. except Sat. No definite arrangement made as yet for all of stores closing at any hour except 6. No daylight saving.

BOWMANVILLE — Wednesday half holiday from 12.30 p.m. All year except December Close at 6.30 except Saturday. No daylight saving.

BRAMPTON—Wednesday half holiday from 12.30. May to Oct. 1st. Close at 6 p.m. No daylight saving.

BARRIE—Wednesday half holiday from 12 noon. June to Oct. 1st. Close at 6 p.m. No daylight saving.

BRANTFORD — Wednesday half holiday from 12.30 p.m., July and August. Close 6 p.m. except Saturday. No daylight saving.

COBOURG. — Wednesday from 12.30 noon. May 1 to October. Close 6 p.m. except Saturday. No daylight saving.

CREEMORE.—Thursday half holiday from 12 noon. May to Sept. Close at 6.00 p.m. except Saturday. Also open Wednesday evening while half holiday is in effect. No daylight saving.

COLBORNE.—Wednesday half holiday from 12 noon. May to September 30. Close 7 p.m. in winter months and 8.30 in summer months. No daylight saving.

COPPER CLIFF.—Thursday half holiday from 12.30. Close May to September 1st. Close at 6 p.m. except Saturday at 10 p.m. Daylight saving under discussion.

CHESLEY.—Thursday half holiday from 12.30 noon. May to September 1. Close 6 p.m. except Saturday a t10 p.m. No daylight saving.

COLLINGWOOD — Wednesday half holiday from 12.30. May 17th until Sept. 27th. Close at 6.30 except Saturday and evenings before holidays. No daylight saving.

CHATHAM—Thursday half holiday from 12.30 noon. End of September. Close at 6.30 p.m. except Saturday at 10. No daylight saving.

CAMPBELLFORD--Friday half holiday from 12.30. May to Sept. 1st. Close at 6 p.m. excepjt Wednesday 9.30 and Saturday 11. No daylight saving.

COBDAN—Wednesday half holiday from 12 noon. June to Sept. 1st. Close at 6 p.m. Monday, Wednesday, Friday. No daylight saving.

CARLETON PLACE—Wednesday half holiday from 12 noon July and August. Close 6 p.m. except Saturday. No daylight saving.

CLINTON—Wednesday half holiday from 12.30 p.m., May 1 to Oct. 1. Close 6.30 p.m. except Saturday. No daylight saving.

DUNDAS.—Wednesday half holiday from 12.30 noon. Year round except December. Close 6 p.m. and 10 Saturday except in weeks when public holidays come. No daylight saving.

DRAYTON.—Thursday half holiday from 12 non. May 15 to September 15. Close at 6 p.m. Monday, Tuesday, Friday year round. No daylight saving.

DUTTON.—Wednesday half holiday from 12 noon. May 1 to September 30. Close 6 p.m. except Saturday. No daylight saving.

DUNNVILLE.—Wednesday half holiday from 12.30 noon. April to October. Close at 6 p.m. except Saturday at 10.30. No daylight saving.

ELMIRA.—Wednesday half holiday from 12.30. May to October 1. Close at 6.15 except Saturday. No daylight saving.

ELORA.—Wednesday half holiday from 12 noon. April to October. 31st. Close at 6 p.m. except Saturday. No daylight saving.

EMBRIN.—No half holiday. Close Monday Wednesday and Friday at 7 p.m. No daylight saving.

ELMIRA.—Wednesday half holiday from 12.30 noon. May to Sept. Inc. Close at 6.15 p.m. except Saturday. No daylight saving.

EXETER.—Wednesday half holiday from 12 noon. June to September 1. Close at 6 p.m. except Saturday. No daylight saving.

FERGUS.—Wednesday 12 noon, half holiday, all year except December. Close at 6 p.m. except Saturday at 10. No daylight saving.

FOREST.—Wednesday half holiday from 12 noon, May to September 30, irrespective of other holidays.

FENELON FALLS.—Wednesday half holiday from 12 noon. May to October 1st. Close no particular hour mostly 8 p.m. No daylight saving.

GOWN—Thursday half holiday from 1 p.m. For 12 months. Close at 6 p.m. except Saturday. No daylight saving.

GUELPH—No half holiday. Close at 6 p.m. except Saturday. Some of the trade stores close on Wednesday but not the Hardware. No daylight saving.

GODERICH—Wednesday half holiday from 1 p.m. May to Oct. 1st. No regulations common consent all close 6 p.m. No daylight saving.

HAILEYBURY.—Kednesday half holiday from 12 noon. May till Sept. inclusive. Close at 6.30 p.m. except Saturday till 10 p.m. No daylight saving.

HANOVER.—Wednesday half holiday from one o'clock. May to August. Close at 7 except Saturday. No daylight saving.

HAMILTON.—Wednesday half holiday from 12.30 (some do not observe this) July and August. Large stores close at 6 p.m. small ones at 8 p.m. No daylight saving.

HIGHGATE.—Wednesday half holiday from 12 noon. April, to November 1. Close 6 p.m. Monday and Friday. No daylight saving.

HESPELER.—Wednesday half holiday from 1 p.m. all except December. Close at 6.15 No daylight saving.

HAGERSVILLE.—Thursday half holiday from 12 noon. May till October 1. Close at 6 p.m. except Wednesday and Saturday and before holiday. No daylight saving.

INGERSOLL.—Wednesday half holiday from 12.30 noon. May to September 30. Close at 6.30 except Saturday at 10.30. No daylight saving.

KENORA—Wednesday half holiday from 1 p m. May to Sept. 30th. Close at 6 p.m evenings before holidays and Saturday at 9.30. **No daylight saving.**

LONDON.—Wednesday half holiday from 1 noon. Close at 6 every evening. No daylight saving.

LISTOWEL.—Wednesday half holiday from 12 noon. May to September. inclusive. Close 6.30 except Saturday. No daylight saving.

LINDSAY—Wednesday half holiday from 12.30 p.m. May 31 to Sept. 1st. Close at 6 p.m. No daylight saving.

LAKEFIELD.—Thursday half holiday from 12 noon. June to October 1st. Close at 6 p.m. except Wednesday and Saturday. No daylight saving.

MORRISBURG.—Early closing Monday, Wednesday, Friday at 6 p.m. No daylight saving.

MADOC.—Wednesday half holiday from 12 noon. June to August. Close at 6 p.m. Monday, Wednesday and Friday. No daylight saving.

MARKHAM.—Wednesday half holiday from 12 noon. May to September 30th. Close 6 p.m. Mondays and Fridays. Wednesday 12 noon sharp. Daylight saving *no, no, no.*

MILTON.—Wednesday half holiday from 12.30 noon. May to September. Close at 7 p.m. Saturday open. No daylight saving.

MARTON —Wednesday half holiday from 12 noon. June to September 1st. Close 6 p m. except Saturday. No daylight saving.

MIDLAND.—Wednesday half holiday from 1 p.m. June to Sept. 1st. Close at 7 p.m. except Saturday. No. daylight saving.

MATTAWA—Wednesday half holiday from

12 noon. May to Nov. 1st. Close at 9 p.m. except Wednesday, close at noon. No half holiday.

MITCHELL—Wednesday half holiday from 12.30. May to Oct. Close at 6.30 except Saturday. No daylight saving.

MILDMAY — Thursday half holiday from 12.30. May 18 to Oct. Close about 8.30. No daylight saving.

MOUNT FOREST—Thursday half holiday from 12.30 noon. May to Oct. 1st. Close Wednesday, Saturday open other evenings. No daylight saving,.

NEWMARKET.—Wednesday half holiday form 12 noon. May to end of September. Close 6 p.m. except Saturday and nights before public holidays. No daylight saving.

NIAGARA FALLS.—Wednesday half holiday from 12 noon. May to October 1. Close at 6 p.m. except Saturday 9. Not observing daylight saving but soon.

NIAGARA ON THE LAKE.—No daylight saving. Close at 7 p.m. except Saturday. No half holiday.

NEW LISKEARD.—Wednesday half holiday from 1 p.m. June to September 1st. Close 6 p.m. except evenings before holidays and Saturday. No daylight saving.

NORTH BAY.—Wednesday half holiday from 1 p.m. May to September, inclusive. Close 6 p.m. except Saturday at 10. No daylight saving.

NEW HAMBURG.—Wednesday half holiday from 1 p.m. May 1st to September 30th. Close 6 p.m. except Saturday and before holiday. No daylight saving.

NAPANEE—Wednesday half holiday from 12 noon. June 14th to Aug. 23rd. Close at 6 p.m. except Saturday. No daylight saving.

OTTAWA.—Saturday half holiday from 1 p.m. Juiy and August. Close at 6 p.m. Saturday included.

OWEN SOUND.—Wednesday half holiday from 12 noon. May to Sept. 30th. Close at 6 p.m. except Saturday at 10. No daylight saving.

ORILLIA.—Wednesday half holiday from 12 noon. May until October 31. Close at 6 p.m. except Saturday. No daylight saving.

OSHAWA.—Wednesday half holiday from 1 noon. June to October 1. Close 6 p.m. except Saturday. Are not sure about daylight saving yet.

ORANGEVILLE.—Wednesday half holiday from 12 noon. May 1 to September. Close at 6 p.m. except Saturday. No daylight saving.

PENETANG.—Wednesday half holiday from 12.30 noon. From May 17 to September 30. Close at 6 p.m. except Saturday. No daylight saving.

PARIS.—Wednesday half holiday all year round closing at 1 noon. Closing at 6 p.m. No daylight saving.

PORT COLBORNE.—Daylight saving time effective May 15.

PORT BURWELL.—Wednesday half holiday from 12 noon. May to Sept. Close 6 p.m. 6 p.m. except Saturday. No daylight saving.

PORT DOVER — Wednesday half holiday from 12.30, June to September inclusive. Close 6 p.m. except Saturday. No daylight saving.

PORT DOVER—Wednesday half holiday from 12.30 June July August and September. No daylight saving.

PRESTON.—Wednesday half holiday from noon all year. Closing between 6 and 8. Saturday at 10 p.m.

PORT ELGIN.—Thursday half holiday from 12 noon. May till September. Close at 6 p.m. except Wednesday and Saturday. No daylight saving.

PORT HOPE—Wednesday half holiday from 12 noon. All but the hardware stores. Close at 6.30.

PETROLIA—Wednesday half holiday from 12 noon June to September inclusive. Close 6 p.m. except Saturday. No daylight saving.

PICTON.—Thursday half holiday from 12 noon. July and August. Some close at 8 and some at 6 p.m. No daylight saving.

RIDGETOWN.—Wednesday half holiday from 12 p.m. April 1 to October 30. Close Monday and Friday at 6 p.m. open other three nights.

ROCHNEY.—Wednesday half holiday from 12 noon. May to October. Close Monday, Wednesday and Friday at 6 p.m. No daylight saving.

ST. THOMAS.—Wednesday half holiday from 1 p.m. June to August. Close at 7 except Saturdays. No daylight saving.

STRATHROY.—Wednesday half holiday from 12.30 noon. May till August. Close at 6.30 except Saturday at 11.30. No daylight saving.

SEAFORTH.—Wednesday half holiday from 12.30 noon. May to October. 1. Close at 7 p.m. daily. No daylight saving.

ST. MARYS.—Wednesday half holiday from 12 noon. May to September 30. Close at 6 p.m. except Saturday. No daylight saving.

STURGEON FALLS.—Wednesday half holiday from 12.30 noon. June to October 1. Close at 6 p.m. except Saturday. No daylight saving.

SAULT STE. MARIE.—Wednesday half holiday from 12 noon. Eleven months. Close at 6 p.m. except Sat. at 10. No daylight saving.

SOUTHAMPTON — Thursday half holiday from 12.30. May to Sept. 30th. Close (nothing more than a mutual agreement) from 12.30 till next morning. Open Wed. and Sat. No daylight saving.

SUDBURY—Thursday half holiday from 1 p.m. June to Sept. 1st. Close at 6 p.m. except Saturday.

TILLSONBURG.—Wednesday half holiday from 12 noon. May to September 30. Close 6 p.m. except Saturday. No daylight saving.

THESSALON—Wednesday half holiday from 12.00 noon. May to Oct. inclusive. Close at 6 p.m. except Saturday all year. No daylight saving.

TILBURY.—Thursday half holiday from 12 noon. May 1st to Sept. 30th. Close 6 p.m. except Wed. and Sat. at 10.30. No daylight saving.

TEESWATER.—Monday half holiday from 12 noon. May to September 30. During months of half holidays open on Wednesday and Saturday evenings close Wed. when half holiday stops. No daylight saving.

UXBRIDGE—No half holiday. Close 6 p.m. except Saturday. No daylight saving. is a move to have city by-law quashed.

WALKERTON.—Close Thursday afternoons during summer months.

WEST TORONTO.—Wednesday half holiday from 12 noon. year round. Closes July, August, September every night except Saturday and Wednesday at 1 noon. Daylight saving.

WALLACEBURG.—Thursday half holiday from 12 noon. February. 1st. to November 1st. Close 6 p.m. open Wednesday and Saturday nights. No daylight saving.

WINCHESTER.—No half holiday. Close at 6 Mon., Wed. and Friday. No daylight saving.

WEBBWOOD.—Wednesday half holiday from 12 noon. June, July and August. Close at 6.30 all except Saturday. No daylight saving.

WEST LORNE.—Wednesday half holiday from 1.30 p.m. May to October. Close at 6.30 p.m. No daylight saving.

WINGHAM.—Wednesday half holiday from 12 noon. May for 6 months. Close 6 p.m. except Saturday. No daylight saving.

WOODSTOCK.—Wednesday half holiday from 12.30 noon. May to September. No daylight saving.

WHITBY.—Wednesday half holiday from noon. May to September 30. Open until 8 p.m. No daylight saving.

WELLAND.—Wednesday half holiday from 12 noon. May to September inclusive. Close at 6 p.m. except Saturday. Expect to begin daylight saving May 15 but there

Prince Edward Island

CHARLOTTETOWN—Wednesday half holiday from 1 noon. June 15th to Sept. 15th. No agreement. Close at 5.30 p.m. year round. No daylight saving.

Quebec

BUCKINGHAM—No half holiday. Close 6 p.m. except Tuesday and Saturday. Daylight saving April 31st to October.

BLACK LAKE—No half holiday. Close 7 p.m. except Saturday. No daylight saving.

COWANSVILLE—No half holiday. Close 6 p.m. Tuesday, Wednesday and Thursday. Open after December 15th every evening. No daylight saving.

COOKSHIRE—No half holiday. Close 6 p.m. Tuesday, Wednesday, Thursday, Friday. No daylight saving.

FRELIGHSBURG—No half holiday. Close 10 p.m. No daylight saving.

FARNHAM—No half holiday. Close 6 p.m. No daylight saving.

GRAND MERE—No half holiday. Close 7 p.m. Daylight saving May to September 1st.

HUNTINGDON—No half holiday. Close 6 p.m. Tuesday, Wednesday and Friday. No daylight saving.

LOUISVILLE—No half holiday. Close Wed. and Thursday 6 p.m.

LACHINE—No half holiday. Daylight saving from May 1st to 30th September.

LEVIS—No half holiday. Close at 6 p.m. except Friday and Saturday. Daylight saving May to October.

LAUZON—No half holiday. Close 9 p.m. Daylight Saving May 1 to October 1.

LAKE MEGANTIC—No half holiday. Close 7 p.m. Tuesday, Wednesday and Thurs-

MAGOG—No half holiday. Close 6 p.m. Daylight saving from June 1st for three months.

MONTREAL—Half holiday Saturday from 1 p.m. All year round. Close 6 p.m. Observe daylight saving.

QUEBEC—Few close Saturday 1 p.m. Close 5 p.m. Daylight saving May 1st to October 1st.

ROCK ISLAND—No half holiday. Close 6 p.m. except Thursday and Saturday. Daylight saving May 1 to Oct. 1.

ROCK ISLAND—No half holiday. Close 6.30 p.m. Wednesday, Thursday, Friday. No daylight saving.

ST. JEROME—No half holiday. Close 7 p.m. Tuesday, Wednesday, and Thursday. No daylight saving.

THEDFORD MINES—No half holiday. Close 7 p.m. No daylight saving. day. No daylight saving.

THREE RIVERS—No half holiday. Close 6 p.m. No daylight saving.

VICTORIAVILLE—No half holiday. Close 6 p.m. Daylight saving 1st May to 1st October.

VALLEYFIELD—No half holiday. Close 6.30 p.m. Wednesday, Thursday, Friday. No daylight saving.

Saskatchewan

BATTLEFORD — Wednesday half holiday from 12 noon. May, June, July and Aug. Close 6 p.m. except before holidays and Saturday. No daylight saving.

CANORA—Wednesday half holiday from 1 p.m., June, July and August. Close 6.30 p.m. except Saturday. No daylight saving.

CRAIK—No half holiday. Close 6 p.m. except Saturday. No daylight saving.

DRINKWATER—No half holiday. Close 6 p.m. except Wednesday and Saturday. No daylight saving.

ESTEVAN—No half holiday. Close 6 p.m. except Saturday.

GRENFELL—Thursday half holiday from 12 noon. May, June, July and August. Close at 6 p.m. except Saturday. Daylight saving May 1st to October 1.

(Continued on page 56)

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THE general re-arranging of prices by hardware jobbers continues, with a firm market prevailing in the majority of lines. This trend is reflected by advanced quotations on spades, shovels and scoops, through a revision in the discount, bar iron and bar steel, galvanized sheets, copper scrap, as well as lead and other grades. Paris green quotations have advanced three cents per lb. on all sized packages and containers, with a brisk call for this line having resulted in low stocks. Price declines are evident on boiler tubes, asbestos paper, ruby lantern globes, tungsten and nitro electric lamps, linseed oil and arsenate of lead. Certain wholesalers and distributors of German made hardware lines have announced a ten per cent. reduction in quotations on such products, this change being attributed by these interests to the recent budget tax regulations. The revised list prices on boiler tubes, both lapweld and seamless, reflects the easier trend of these markets in recent weeks, coupled with the current light demand. Bar iron and steel remains in a strong position, with sheet products also responding to the firmness generally evident throughout the steel industry. In the ingot metal markets, tin, copper, lead and spelter maintain a firmer attitude, with improved interest in consuming channels. Business in wholesale circles is described as very good, with optimistic reports having been generally succeeded by business activity in fair proportions. Such seasonal lines as lawn mowers, ice cream freezers, screen wire cloth, rubber hose, screen doors and windows, harvest tools and insecticides, are experiencing a brisk movement. Collections are described as improving, and while much of this activity is of a seasonal nature, a determined effort is being made in many quarters to offset the customary summer slackness with increased selling efforts and stimulating business campaigns. The coal strike situation is undoubtedly playing an extensive part in steel price developments, and numerous hardware products, such as eavestrough, conductor pipe, and corrugated sheets, reflect the upward tendency. As a unit, the steel industry has gathered sufficient momentum to carry it over the usual dull summer period, and with a continued general movement in the building trades, similar developments are considered possible in hardware circles.

Montreal Markets

MONTREAL, June 8.—Interesting price developments are again recorded on the local hardware markets, the majority of changes in quotations being in an upward direction. An advance is recorded on spades, shovels and scoops, the discount being revised from fifty-five per cent. to fifty-three per cent. off black list prices. The list and net extras remain unchanged. Galvanized sheets again feature the sheet markets with a further advance of twenty-five cents on all gauges. Quotations are now given on English brands, American sheets being practically off the local market at the present time. The undertone of copper both in primary metal markets and on scrap markets continues strong, and on the latter both light and heavy copper are slightly increased in price. Copper goods, such as sheets, rods and tubing, are firmer but prices are still unchanged. Reduced quotations are announced on both tungsten and nitro electric lamps, and the various sizes of boiler tubes have new lower prices. The tube market has been very unsettled in recent months, and present quotations are purely nominal.

FIRM TONE IN BRASS AND COPPER GOODS

Montreal.

The stronger tendency in brass and copper goods, such as rods, sheets and tubing, becomes more apparent from week to week, but up to the present no change has been made in local quotations. It will be noted that other domestic markets have announced an upward revision, but this change brings quotations on a more uniform basis where formerly there was a wide variation between the two centres. Copper in primary markets remains in a strong position, and is now reported as firm both in London and New York with consumption on the increase. Considering the present low level of prices on this metal dealers state that it is only reasonable to expect a continued gain will be made, with its reflection on finished products. Unchanged local quotations are as follows:

	Base
BRASS—	
Sheets	0 24
Rods, ½ to 1 inch, round	0 22
Tubing, seamless	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

REDUCED QUOTATIONS ON ELECTRIC LAMPS

Montreal.

New lower list prices are announced on both the tungsten and nitro electric lamps, and following are new quotations:

ELECTRIC LAMPS—	
Tungsten,	
10 to 50 watt	0 40
60 watt	0 45
100 watt	1 00
Nitro,	
75 watt	0 80
100 watt	1 10
200 watt	2 10

Less 30 per cent.

COPPER SCRAP AGAIN INCREASED IN PRICE

Montreal.

The stronger tone of copper on primary markets is reflected locally, light and heavy copper scrap being advanced in price this week. The light metal is increased one-half cent per lb., and heavy copper is one-quarter cent higher. Lead also shows a slight increase in prices. Copper is undoubtedly the most active metal in the waste markets, consumption in the United States having increased appreciably in recent weeks. There is also the improvement in other lines, iron and steel scrap still advancing in outside markets, and dealers continue to view the future with mucn more optimism than they have been permitted for some time past. Hopes are based on export trade, the opening of foreign markets to a greater extent, accompanied by the improvement already in evidence, placing the market in its old-time standing. Following are average quotations:

WASTE MATERIALS—

Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04¼
Lead, tea	0 02½
Light copper	0 09
Heavy copper	0 11
Wrought iron, R. rd., No. 1, per gr. ton.	10 00
Malleable scrap (ton)	9 00
Pipe scrap (ton)	6 50
Heavy melting steel	9 00 to 9 50
No. 2 busheling	3 00
Boiler plate	8 00
No. 1 machinery cast	21 00

LOCAL CEMENT TRADE IS REPORTED GOOD

Montreal.

Local dealers in cement report an active demand, the call for this product becoming more extensive in recent weeks. Sales throughout the city are particularly heavy at the present time because of the active building program requiring supplies. For outside centres, the movement has been a little backward during the spring months, but compares favorably with last year. Quotations are unchanged at following levels:

CEMENT—

Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Rebate of 20 cents for empty bags.

STRONGER TENDENCY STILL SEEN IN CORRUGATED

Montreal.

The stiffening of prices on flat galvanized sheets continues to add strength to the undertone of corrugated, and dealers now state that the market is in a much improved position. There is less room for price shading, this practice having been more or less common especially on the heavier gauges, during spring months. Although present stocks are said to be ample to take care of present requirements, the inability of southern mills to make prompt deliveries, and the active demand for sheets from overseas, is reflected on the corrugated market to an extent, and a continuation of the present ratio of business will greatly tax available supplies in the ensuing weeks unless an improvement becomes evident in the flat sheet supply. List prices and discount are as follows:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

TONE OF LEAD PRODUCTS MARKET IS MAINTAINED

Montreal.

The recent stronger tendency in the undertone of lead products, because of firmer prices of metals on primary markets is well maintained, and market conditions in these products are described by manufacturers as steady to firm. A seasonal demand is now being felt, particularly in lines used in building construction, and dealers anticipate a steady movement during the summer months. Following are present prices:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs. sq. ft.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

SPADES, SHOVELS AND SCOOPS QUOTED HIGHER

Montreal

A revision has been made in the quotations on spades, shovels and scoops. These lines are slightly advanced in price through changing the discount from 55 to 53 per cent. off. List prices and net extras are unchanged. Prevailing quotations will be found on current market pages.

GALVANIZED SHEET PRICES ARE AGAIN ADVANCED

Montreal.

With the firm tone continuing in the sheet markets, local quotations on galvanized sheets now show an advance of twenty-five cents per 100 lbs. of all gauges. In recent weeks there has been a series of price increases among the various distributors, but it is only this week that this development has been generally noted. Low stocks are still an important factor in the local situation, many warehouses now reporting very little available supply on hand, with some of the best selling sizes now depleted. Another feature is the practical withdrawal of American sheet quotations. Owing to the non-arrival of U. S. standard to this centre recently, firms who have sheets for sale are quoting on overseas brands.

The tin plate market is described as fairly firm, with a moderate demand now in evidence. With the approach of summer months, a more active trade is expected for fall requirements, also in Canada plate. Following are revised quotations:

BLACK SHEETS—

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS—
U. S. Standard.

English Standard—	Queen's Head	Fleur de-lis
28 gauge	6 75 to 7 25	6 50 to 7 00
26 gauge	6 50 to 7 00	6 25 to 6 75
24 gauge	5 90 to 6 40	5 85 to 6 35
22 gauge	5 55 to 6 05	5 40 to 5 90
18-20 gauge	5 35 to 5 85	5 25 to 5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES—

20 x 28 x 100 lbs. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s	9 25
20 x 28 IXXX, 56s	10 00

TERNE PLATES—

20 x 28 IC, 112s	14 50

CANADA PLATES—Half Bright

18 x 24 x 52s	5 40 box
18 x 24 x 60s	5 50 box
18 x 24 x 75s	5 65 box

WELSH CANADA PLATES—
Polished—

12 x 24 60s	7 50 box
18 x 24 x 52s	7 25 box

NO CHANGE IN LISTING MALLEABLE FITTINGS

Montreal.

Local jobbing houses are still quoting malleable pipe fittings at former pound list, although Toronto houses report a change to the new piece list with discounts. It is stated here that the change may be brought into effect at any time, but it is pointed out that quotations remain practically unchanged at the new method of pricing. Current trade in fittings is now showing a little more activity, owing to requirements of construction work. Following are prevailing discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do. long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
[illegible] and under	30%
Do., 4½ in. and larger	10%

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 18	0 20

RECESSION IN BOILER TUBE QUOTATIONS

Montreal

The unsettled state of the boiler tube market is further evidenced by the announcement of lower prices on practically all sizes of seamless and lapweld tubes. With the undertone of the market little changed, a marked reduction is made, particularly in the larger sizes. Present quotations are purely nominal, and while the following levels are given for general business, it is stated that size and specification of orders govern prices to a large extent, and fair sized inquiries may receive a further concession. Only a moderate degree of activity is now in evidence, the larger tubes being particularly quiet, and with the spring season now over, dealers look for little improvement throughout the summer months at least. Following are nominal quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	18 00	.....
1¼ inch	20 00	.....
1½ inch	19 00	.....
1¾ inch	20 00	.....
2 inch	19 00	19 00
2¼ inch	22 00	20 00
2½ inch	25 00	25 00
3 inch	29 00	27 00
3½ inch	34 00	28 00
4 inch	43 00	36 00

ACTIVE MOVEMENT IN TROUGH AND PIPE

Montreal

A brisk trade is now being enjoyed in eavestrough, conductor pipe, and conductor elbows, and sales for the month of May are said to be quite satisfactory. The present month has opened well and dealers anticipate an active movement throughout the coming weeks. Owing to the stiffening of prices on galvanized sheets, these products are firmer in tone at the following list prices and discounts:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

3 inch	6 00
4 inch	10 50
Plain or corrugated.	dozen
2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

BAR IRON AND STEEL IN STRONG POSITION

Montreal.

Fundamentally, the market for bar iron and steel remains in a strong position, with local prices reflecting this firmness, and no abatement from the strong undertone. With the new higher prices now in effect distributors look for little further change in the near future, the hope being expressed that the market remain on a steadier basis, with the absence of the unsettled condition such as existed in previous weeks. As in certain sheets, it is noticed that deliveries from the mills are not as prompt as they were a few weeks ago, and this may have a tendency to maintain a steady situation. In southern markets little change in the coal strike situation is reported, but the increased cost of production, through higher prices on coal, coke, pig iron, scrap, etc., still has a determining effect on the present market. Following are local quotations:

IRON AND STEEL—	
Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

GERMAN-MADE GOODS REDUCED TEN PER CENT.

Montreal

Certain wholesalers and distributors of German-made hardware lines have announced a ten per cent. reduction in quotations, this change being attributed to the recent budget regulations. An extra discount of ten per cent. is being quoted, which places an even greater reduction on some goods, but the above-mentioned decline is the approximate average.

ACTIVE MOVEMENT NOW IN SEASONAL LINES

Montreal.

A brisk trade is now reported throughout jobbing circles in seasonal lines, lawn mowers, ice cream freezers and screen wire cloth being particularly active at the present time. Dry weather during last month stimulated garden and lawn hose sales, and with recent rains the weather is ideal for an active movement of lawn mowers. A good sale of mid-summer lines is expected to continue during the present month as in many cases dealers' bookings have been comparatively light.

FAIR SEASONAL DEMAND FOR ROPE AND CORDAGE

Montreal.

Manufacturers and distributors of rope and cordage report the present movement as fairly seasonal, but incate that buying is still of a very conservative nature. Notwithstanding the period of earlier harvesting is fast approaching, dealers are still holding off apparently awaiting the actual consumptive demand. Binder twine orders are now being shipped, and sales this season are stated to be quite satisfactory in comparison with last year. The undertone of the market is described as steady, with both manila and hemp little changed.

FIRMER TONE CONTINUES IN INGOT METALS

Montreal.

Ingot metal markets this week have been rather quiet partly owing no doubt to the Whitsuntide holidays in England when all markets were closed. Changes generally have not been very great, although firmness is still the prevailing feeling at primary points. Up to the present it cannot be said that this has been followed by much increase in buying on the local market, but it is hoped that an improvement will follow later on.

TIN.—This metal has been firmer in London recently, and owing to higher exchange, prices in New York are also on a higher basis. Under existing conditions it is stated to be difficult to see how any great advance can take place, and probably this is one of the minor fluctuations in an irregular market, Statistics at the end of May show an increase in supply which can hardly be termed a bullish factor. Local quotation is higher at 36½ cents.

COPPER.—The quotation in New York is unchanged from last week, and the market is a little quieter but without any sign of weakness. The future of this metal is said to depend largely upon export trade, and if Germany can arrange her finances she can no doubt absorb a considerable quantity. Demand in the U. S. is improving and spot metal is now reported rather scarce. Locally prices are unchanged but firm at 17½ cents for electro and 17¼ cents for casting.

SPELTER.—Although this metal has had a considerable advance it cannot be said that there is any sign as yet of a reaction, and new high levels are being recorded at primary points each day. The advance would not appear to be artificial as it is supported by a goo demand and there is no apparent surplus of metal. The European situation is also strong, and it is probably only a matter of time before further exports will be made from this side. Locally the market is firm at 8 cents.

LEAD.—A further advance in trust price is recorded this week and the market has now advanced to $5.60 East St. Louis. There is a genuine demand for lead, but prices have had a considerable advance and a slight reaction would probably give the market a healthier tone. London continues to hover around the £25 mark, and it is still considered difficult to see how this price can be obtained in face of increased supplies. Locally the market is firm at 7 cents.

ANTIMONY.—There is little change reported in this metal, the market being comparatively quiet with other lines and quotations remaining at former levels. Chinese is quoted at 6¾ cents and high grade English at 7½ cents.

ALUMINUM.—Slightly more activity is reported in aluminum on U. S. markets, but locally it remains dull with quotation unchanged at 24 cents.

Toronto Markets

TORONTO, June 8.—Spades, shovels and scoops have been increased approximately five per cent. in price through a revision in discounts on these products, higher costs of raw materials such as steel being cited as contributory elements in this development. Advanced price levels are also recorded on bar iron and steel, as outlined in previous issues of Hardware and Metal. The recent lower quotation still prevails on certain large orders, but the new increased price is generally being adopted. On the other hand, lower quotations are recorded this week on ruby lantern globes, asbestos paper, and boiler tubes. The revised list on tubes, both lapweld and seamless, has generally become effective owing to easier trend of these markets during recent weeks, combined with lack of current demand. The sheet markets remain firm at the recent advance, with some distributors stating that they would not be surprised if further increases were recorded in the near future, as the primary tone is very strong, with deliveries somewhat delayed. Scrap materials maintain a fair ratio of improvement, with higher asking prices now recorded on lead and zinc scrap, as well as a firmer trend in other grades. Ingot metals show a stronger tendency, copper being active on outside market, with the usual reflection of more consumer interest on domestic centres. Prices generally remain at the higher levels recently announced.

TWELVE PER CENT DROP IN ASBESTOS PAPER

Toronto.

A reduction has been recorded in prices on asbestos paper, the quotation on this product now being revised to $6.75 per 100 lbs., whereas the former level was $7.70. This change amounts to a decline of approximately twelve per cent.

LOWER QUOTATIONS ON RUBY LANTERN GLOBES

Toronto.

A reduction has been announced this week in prices on Ruby lantern globes, these now being quoted at $4.25 per dozen, compared with the previous level of $5.40 doz.

REVISED PRICE LIST ON BOILER TUBES

Toronto.

As outlined in previous issues of Hardware and Metal, in reports covering the boiler tube market, the general inclination to shade prices in order to secure any order that may be going, is still prevalent among local distributors. This tendency has resulted in further lowering the nominal list prices on these products, the new quotations being approximately five per cent. lower on lapweld, and of varying extent according to the different sizes on seamless tubing. Current conditions are described as quiet, with the following list being the revised local prices for fairly large quantities:

BOILER TUBES—

	Seamless	Lapweld.
1 inch	$18 00	$.....
1¼ inch	20 00	.....
1½ inch	19 00	.....
1¾ inch	20 00	.....
2 inch	19 00	16 00
2¼ inch	22 00	19 00
2½ inch	25 00	19 00
3 inch	29 00	24 00
3¼ inch	34 00	26 80
4 inch	43 00	34 25

HIGHER PRICES QUOTED ON BAR PRODUCTS

Toronto.

Bar iron and bar steel quotations are now advanced fifteen cents per 100 lbs. on the local market, this change having been more or less anticipated during recent weeks, owing to the firm trend in the steel industry generally. The new prices are almost uniform on small purchases, although it is admitted that large buyers can shade this level by a few cents, the previous quotation of $2.75, being reported in certain quarters. However, the higher prices are generally expected to become uniform in the near future, for if the customary spread between mill and jobbers' quotations was being put into effect at present, a further advance would likely be in order. It is pointed out that other eastern market centres increased their prices a couple of weeks ago, the local distributors failing to immediately follow suit, but intimating that similar change would soon be forthcoming. The situation has now developed, and the revised levels are given below:

IRON AND STEEL—

Mild steel bars, base	2 90
Mild steel bands, 3-16 in. base	3 40
Bar iron, base	2 90
Angle iron, base	3 00
Horseshoe iron	3 75
Tire steel	3 15
Spring steel	6 00
Sleigh shoe steel	3 00
Hoop steel	3 15
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

INCREASE ON SPADES SHOVELS AND SCOOPS

Toronto.

Shovels, scoops and spades are now quoted at higher price levels through a revision in the discounts. The new quotation is 53 per cent. off list, compared with the previous level of 55 per cent. This amounts to an approximate increase of five per cent., and higher prices of raw materials such as steel are cited as the cause for the advance in shovel quotations. Lists and net extras remain unchanged, however, the revised levels being included in the current market quotation pages.

SHEET MARKET FIRM AT RECENT ADVANCES

Toronto.

Conditions in the steel trade are described as increasingly favorable, there being no apparent slackening in the firm tone of the market. The demand for sheet products continues brisk, with the uncertainty regarding the delivery dates adding further strength to the situation. Owing to the recent announcement of a ten per cent. cut in freight rates on American railroads, some holding up of shipments from southern producers is looked for. In the meantime, domestic galvanized sheets are experiencing a very brisk call, with the possibility of additional price advances in the near future being considered the natural sequence to general developments on primary centres. English sheets are being imported in greater volume, the coal strike in southern fields having produced much unsettlement regarding future prospects. As a unit, the steel industry remains almost at the outlook recorded last week, with the collapse of the coal strike being looked for in certain quarters.

BLUE ANNEALED—

10 gauge, base	3 60	4 10
12 gauge	3 65	4 15
13 gauge	3 70	4 20
16 gauge	3 75	4 25

BLACK—

18-20 gauge	4 15	4 65
22-24 gauge	4 20	4 70
26 gauge	4 25	4 75
28 gauge	4 35	4 85

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head.	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18 and 20 gauge	5 60	5 50

	Premier and	Apollo
10¾ oz.	6 10	6 60
U. S. 28 base	5 70	6 20
U. S. 26 base	5 40	5 90
22 and 24	5 25	5 75
18 and 20	5 10	5 60
16	4 95	5 45
12 and 14	4 80	5 30

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	11 50

Toronto.

15, $4.70; No. 16, $6.50; No. 2, $4.50; No. 3, $4.95; No. 4, $5.30; No. 5, $5.80; No. 6, $6.25; No. 7, $6.70; No. 8, $7.30; No. 9, 7.90; No. 10, $9.80.

LEAD PRICES FIRMER ON PRIMARY MOVEMENT

Toronto.

Lead product prices are now described as strong, in view of the recent developments in the primary metal centres, where higher quotations on ingot lead have been recorded. While the general tone has fluctuated slightly during recent weeks, the movement has been gradually upward, this improved position being attributed to increasing demand and greater consumer interest. Domestic distributors report that lead products are holding their own, and while the degree of improvement may not continue indefinitely, yet the current result is found in the strength of prevailing prices. No further price revision has been announced during recent weeks, the following quotations representing the average local level.

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.	0 12
Lead waste pipe, list, per lb.	0 13
Do., over 8 in., list, per lb.	0 14
Lead pipe is subjected to a discount of	10%
Lead traps and bends	17½%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.	0 09
Cut sheets, ½c. to ¾c. lb. extra and cut sheets to size 1c. lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10
sheets to size 1c lb. extra.	

COPPER GOODS REFLECT FIRM PRIMARY MARKET

Toronto.

While quotations on copper and brass goods such as sheets, tubing and rods, remain at the advanced levels recorded last week, the firmness noted in these products has continued to gain in strength and additional increases are looked for in certain quarters if the present movement on primary markets and in the virgin metal progresses to any marked extent. It is noticeable that recent local changes bring domestic prices generally on a more uniform level, and with increased interest in copper, coupled with a reduction in the visible supply of scrap grades available, the apparent strength in the finished market is expected to remain evident under these conditions. Distributors state current trade is moderately fair, with the following price levels in effect locally:

BRASS—	
Sheets, base, per lb.	0 22
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 19
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 29

FLUCTUATIONS IN RAW COTTON AFFECT WASTES

Toronto.

Fluctuations in the raw cotton markets continue to reflect a more or less unsettled feeling in all cotton products, and while this trend is stated to be a minor factor in cotton wastes, yet the conditions in primary centres are referred to as the ultimate basis of price developments. Quotations on cotton wastes, however, are at present remaining at the revised spring levels, and trade is described as generally satisfactory for this season of the year. When compared with last season, a brighter market is recorded, although one distributor pointed out that it would indeed be a dull season which failed to improve over that of twelve months ago.

SCRAP MARKETS MAINTAIN RECENT IMPROVEMENT

Toronto.

The scrap material markets are maintaining the improvement recorded during the past few weeks, with prices on certain grades still reflecting an upward tendency. Both lead and zinc are quoted higher this week, thus indicating the trend of the primary metal markets, where increased interest has resulted in firmer quotations. Copper has also shown a little more excitement, while cast iron scrap remains strong and is the most active of the ferrous metals. Much uncertainty appears to revolve in the steel industry, owing to such conflicting elements as the coal strike, the ratio of production and the consumer demand. Steel turnings and cast iron borings are, however, reported quite firm. There is very little life in scrap rubber at any time. The usual averages of dealers' buying prices follow:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	14 00	15 00
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 50
Light copper	8 50	9 50
No. 1 composition	8 50	9 50
No. 1 comp. turnings	6 75	7 25
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy lead	4 50	5 00
Tea lead	2 75	3 50
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

EXPERIENCE BRISK CALL FOR RADIO EQUIPMENT

Toronto.

No slackening in the general demand for radio equipment and supplies can be discerned, in fact business in radiophone sets and parts is reported to be steadily increasing. Present indications point to renewed popularity in the future for radio-telephony, both privately and commercially, as well as an entertaining feature. Parts for radio sets are selling exceptionally well. Jobbers say it is getting difficult to keep an adequate supply of brass rods and copper wire on hand for all requirements. Binding posts also are rated as among the "best sellers." Brass nuts and brass machine screws, rubber, bakelite, sheet brass, etc., are in urgent demand and limited supply. Prices on all of these are very firm.

INGOT METALS NOW SHOW FIRMER TENDENCY

Toronto.

A slightly firmer tendency continues evident throughout the ingot metal markets. The recent improvement noted in tin, lead and spelter, is being held, and increased consumer interest is now reported as lending a brighter outlook in the metal market generally. Prices are generally remaining at the higher levels recently announced with a stronger market tone reported from certain primary centres. While copper and lead are firm, with more activity in tin, antimony and aluminum continue quiet locally.

COPPER.—Fair buying of copper is generally reported, with prices continuing firm at the recent higher levels on both primary and domestic centres. The market tone of copper has been gradually improving during recent weeks, and in spite of the fact that production of this metal has also been increasing, consumption is fairly brisk and stocks are not considered larger. Outside markets continue to record slight price advances, but local quotations remain at 17 cents.

TIN.—While there was an increase in the total visible supply of tin during the month of May, yet this amount was smaller than expected in most quarters and consequently the general tone is brighter. More activity in consumer circles is credited with the prevailing improvement. Local quotations continue at the level of 35 cents.

LEAD.—The lead market is described as exceptionally steady with a good consuming demand evident on most centres. Slight advances are reported in certain quarters, but while the local market tone is firm, prices are unchanged at $7.00.

SPELTER.—A better demand for spelter has recently been evident, while the general situation of this metal has improved owing to future export prospects. The domestic market condition is described as fair, with prices steady and unchanged locally at $7.25.

ANTIMONY.—Antimony is quiet on the local market and little new is recorded in general primary conditions. The light demand has led to some slight concessions being offered in some circles, but this is not yet general, the low range of 6 and 7 cents remaining on the domestic market.

ALUMINUM.—While aluminum was reported again a little brighter from southern primary centres due to improved buying of automobile manufacturing interests, local distributors report this metal to be in a moderately quiet condition, no reflection of this movement having been generally experienced. Quotations hover between 20 and 21 cents.

London Markets

LONDON, June 8.—Several price changes go into effect this week, including slightly higher quotations on spades, shovels and scoops, through revised discounts. A reduction is recorded on dry arsenate of lead. Reports show collections as good, while hardware business is described as very good. Both jobbers and merchants reflect a hum of activity, and the volume of seasonal business is described as satisfactory.

LOWER PRICES ON DRY ARSENATE OF LEAD

London, Ont.

A reduction of from one to five cents per lb. has been announced in quotations on dry arsenate of lead. The following are revised price levels now in effect.

DRY ARSENATE OF LEAD—

	Cts. lb.
½ lb. pkgs.	0 32
1 lb. pkgs.	0 30
5 lb. tins	0 29
10 lb. tins	0 28
25 lb. drums	0 25
50 lb. drums	0 24
100 lb.	—

ANOTHER FIVE CENT ADVANCE IN TURPENTINE

London, Ont.

Another increase of five cents per gallon in the local price on turpentine is recorded this week, the change emphasizing the peculiar situation now evident in this product, the scarcity being marked on both southern and domestic markets. This revision brings the average price to $1.45 per Imperial gallon in one barrel lots, with steel drum five cents lower.

TURPENTINE—

	Imp. Gal.
1 bbl. lots	1 45
2 to 4 bbl. lots	1 44
5 gal. lots	1 50

REVISED DISCOUNT ON SPADES AND SHOVELS

London, Ont.

Through a revision in discounts, spades, scoops and shovels have been increased in price. The advance is approximately five per cent. The new level of 53 per cent. off prevails, compared with the former discount of 55 per cent. Following are net prices on some of the popular lines:

SPADES AND SHOVELS—

	Per Doz.
Black Finish:	
Black Cat	11 28
Star	11 28
Fox	11 75
Olds	11 75
Burns	13 16
Bull Dog	13 63
Jones	13 63
For Polished, add	1 00

SCOOP SHOVELS—

	Per Doz.
Black Cat, No. 2	15 04
Black Cat, No. 4	15 74
Black Cat, No. 5	16 09
Black Cat, No. 6	16 44
Black Cat, No. 8	17 14
Black Cat, No. 10	17 84
Moose, No. 2	16 22
Moose, No. 4	16 92
Moose, No. 6	17 62
Moose, No. 8	18 32
Moose, No. 10	19 02

LINSEED TONE EASIER OWING TO SEED PRICES

London, Ont.

Linseed oil prices generally remain unchanged locally, with a fairly strong undertone owing to the current brisk trading in this product. While flax seed prices fluctuated during the past few days, and are now noticeably weaker, this move is described as not of sufficient extent to immediately affect oil quotations.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

SCYTHE STONES NOW IN OPPORTUNE TRADE

London, Ont.

Dealers report that scythe stones are also selling well at present. Following are prevailing quotations on these products:

SCYTHE STONES—

Western Red End, per box of 3 doz.	3 00
Quinebog	4 00
English Round, box of 25	5 25
Harts Emery, doz.	1 90
Mower's Friend, doz.	1 75
Carborundum, List Less	15%

FENCE STAPLES AND FENCE WIRE POPULAR

London, Ont.

Dealers also report a brisk movement at present for fence wire and wire staples. Following are current unchanged quotations on these products:

FENCE WIRE—

	Per 100 lbs.
No. 9 Galvanized Wire	3 75
No. 12 Galvanized Wire	3 90
No. 11 Oiled and Annealed Wire	3 87
No. 12 Oiled and Annealed Wire	3 95

FENCE STAPLES—

	Per 100 lbs.
Galvanized, kegs	5 15
25 and 50 lb. boxes	6 15
Bright, kegs	4 15
25 and 50 lb. boxes	5 15

BASEBALL AND TENNIS REQUISITES POPULAR

London, Ont.

An excellent sale is now recorded in many quarters for baseball requisites and also tennis goods. Summer sporting lines are generally in demand, but baseball outfits receive special attention. Prices on these goods are naturally firm and unchanged.

CUT AND WIRE NAILS REGISTER GOOD SALES

London, Ont.

With the local building activity still in full swing, a brisk demand continues for both wire and cut nails. Prices are steady, and the following levels prevail:

NAILS—

Wire, base	3 65
Cut, base	4 35

GRASS HOOKS ALSO IN SEASONAL ACTIVITY

London, Ont.

A good seasonal sale is recorded for grass hooks, with the following range of prices at present in effect:

GRASS HOOKS—

Canadian	Per Doz.
No. 2	3 90
No. 3	4 00
No. 4	4 10
No. 5	4 30
Fox (English)	
No. 2	5 75
No. 3	6 00
No. 4	6 50
Little Giant	6 50

SEASONAL MOVEMENT OF FLY OIL COMMENCES

London, Ont.

The seasonal movement of fly oil has now commenced, and a brisk sale is recorded in many quarters. Following are current prices:

FLY OIL—

Dr. Williams	Per Doz.
1 gal. cans	12 00
½ gal. cans	8 00
Crenoid	
1 gal. cans	12 00
½ gal. cans	8 00

EARLY CALL EXPERIENCED FOR FLY SWATTERS

London, Ont.

Many merchants record a brisk demand for fly swatters, thus heralding the approach of summer. Following are present quotations:

FLY SWATTERS—

	Per Doz.
Canada	0 90
Dunlop	1 15
Plain Wire	0 45

BRISK ACTIVITY NOTED IN HARVEST TOOLS

London, Ont.

Hoes and hay forks are numbered among the leading sellers at present, these products, as well as scythes and snaths, experiencing a brisk movement. Quotations remain at list less sixty per cent.

Winnipeg Markets

WINNIPEG, June 8.—A reduction in prices is recorded on the Potts' line of sad irons, and also on game traps. Higher prices are reported pending on wire nails, while turpentine has been increased another five cents owing to shortage. Trade has improved during the past week, and it is thought a big volume of business will be done in the hardware trade during the next few months.

PRICE ON TURPENTINE ADVANCES FIVE CENTS

Winnipeg.

On account of turpentine stocks being low, distributing interests are in a firm position to ask for any price, and so another advance of five cents per gallon has been announced. The price

per gallon is now $1.50 in one barrel lots.

LOWER QUOTATIONS ON POTTS SAD IRONS

Winnipeg.

The prices on Mrs. Potts sad irons are recorded lower and are as follows:
No. 55 $1.75 per set
No. 50 $1.80 per set

SUBSTANTIAL DECLINE IN GAME TRAP PRICES

Winnipeg.

New quotations on game traps for next season are announced showing a substantial reduction from prices of last year. Following are revised prices:

GAME TRAPS—

No.	Victor	H. & N.	Jump per dozen	New House
0	1 95	....	....	5 55
1	2 30	4 35	2 95	6 50
1½	3 50	6 65	4 25	9 75
2	4 80	9 25	6 50	14 65
3	8 15	12 35	8 80	19 50
4	9 90	14 55	....	22 75

IMPROVEMENT NOTED IN SOIL PIPE TRADE

Winnipeg.

Current trade in soil pipe and fittings is reported as fairly brisk, with special improvement in this direction having been noted during the last few weeks. Discounts remain at recent levels and are as follows:

SOIL PIPE—	
2 and 3 in.	27½%
4 in.	37½%
5 and 6 in.	32½%
8 in.	10% adv.
SOIL PIPE FITTINGS—	
2 and 3 in.	47½%
4, 5 and 6 in.	50%
8 in.	10% adv.

FIRM TREND EVIDENT IN NAIL MARKET

Winnipeg.

On account of the increase in sales tax it is felt that a slight advance may be made on the base price of wire nails. Cut nails may also be included in such an advance. Trade is rather good and with an active building program throughout the summer months, a brisk demand is anticipated. Present prices on nails follow:

Wire $4.60 base.
Cut $6.50 base.

LINSEED OIL TRADE IN MODERATE VOLUME

Winnipeg.

Linseed oil continues to be in good demand. Prices remain at the higher level recorded recently. Following are the unchanged prices:

Raw $1.20: boiled $1.23 per gal, in barrel lots.

Hamilton Markets

HAMILTON, Ont., June 8.—Local hardware conditions on the whole are described as fairly good. The building industry is enjoying a good year, and paint jobbers have optimistic reports. Increasing activity in the small tool field also is reported, and the resulting demand for hardware supplies is reflected in the greatly increased volume of sales recorded by supply houses.

The accessories business is exceptionally good, the entire line being in good demand, with of course, warm weather accessories, such as ventilators, water pumps, extra tire carriers, etc. particularly sought after.

The connection between the new budget rulings and price developments is illustrated by the following: One hardware wholesaler outlined an interesting result of the new sales tax legislation in that it is now considered necessary to go over their entire stock and reprice same to take care of the advance in sales taxation, and also decreases in tariff. This movement will be continued until all lines have been revised. It was also pointed out that where the jobber in a great many cases was previously absorbing the one-and-a-half per cent. sales tax, it is now evident that they cannot be expected in justice to themselves to absorb the two-and-a-quarter per cent., so that readjustments of this nature will likely be in order as outlined above.

Both distributors and producers of paint and the allied products, now generally report a marked increase in general buying activity during the past few weeks. The seasonal movement of these goods is assuming more normal proportions, with many repeat orders coming to hand which swell the volume of current business in no uncertain fashion. The stimulus of paint-up campaigns conducted in various city and country districts has reflected a beneficial effect in the call for paints and varnishes and many merchants record brisk trading in this department. While the full force of the movement was a little late in arriving, probably owing to delayed weather conditions, it is now considered apparent that the paint industry is entering upon a swing of enthusiasm and enlarged influence which will carry a marked degree of activity throughout the following months in all phases of the trade.

Higher Turpentine Price

Recent repeated advances in turpentine quotations reflect the development of a more or less unusual situation in this product, which is evident in both southern and domestic centres. Reports from producing circles indicate that the present strong position of turpentine is the result of a combination of circumstances, included among which are such factors as increased foreign demand, similar insistent calls from consumers in practically all market centres, the uniform late crops and a distinct shortage of reserve supplies both in the hands of producers and distributors. Consequently, turpentine on the domestic markets has recorded a number of price advances during the past few weeks, with the latest movement in this direction bringing prices to the highest level that has prevailed this season.

How long this condition will remain is problematical, but it evidently depends upon the consistency of consumer's current requirements, combined with the ratio of new receipts in production localities. At present, the demands are reported larger than the volume of fresh supplies, thus rendering the replenishment of stocks a difficult problem.

Pittsburg Markets

PITTSBURGH, June 8.—On June 2 the Steel Corporation interests opened order books for new periods at unchanged prices, $4.75 for 100-pound coke tin plate, $2.40 for blue annealed sheets, 10 gauge; $3.15 for black sheets, 28 gauge; $4.15 for galvanized sheets, 28 gauge, and $4.50 for automobile sheets, 22 gauge.

In tin plate, order books were opened for the usual periods, second half of the year in the case of manufacturing consumers, and the third quarter for jobbers. In sheets there was an unprecedented action, as books were opened for July only. The old practice was commonly to name prices for six months at a time, but of late the practice has been to take the market a quarter at a time.

The book opening was unusually late this time, due no doubt to some uncertainties growing out of the coal strike. The majority of independent sheet producers have been disposed to seek higher prices, and in the past three weeks several have "announced" advances, most of these so-called advances being $5 to $7 a ton. On account of increases in costs there was some basis for making an advance, but the Steel Corporation was reluctant to do this on account of the increases in cost being due largely to the coal strike, the essence of which is an effort on the part of coal producers to get costs down.

Then there has been plain evidence in the market that while a number of independents had announced advances in their prices, there had been much selling into the third quarter, if not through the whole quarter, at the old prices. These, presumably, are the considerations that moved the corporation to continue its old prices, but to limit sheet sales to July so that if necessary an advance could be made later.

It has been no secret that a part, and probably a considerable part, of the strength of the steel market in the past few months has been due to the coal strike, making buyers of steel fearful that they might not secure all the deliveries they would need.

A New Angle to "Save The Surface" Effort

Merchants' Work Has Been Chiefly Along Merchandising Lines But Expert Instruction in Application of Paints and Varnishes is Very Necessary to Continued Appreciation of the Value of Paint to Protect the Surface

Editor's Note.—A great deal of editorial matter has appeared in Hardware and Metal dealing with sales methods for impressing upon customers the value of "Save the Surface and you Save All." One angle of this question which has had less attention, however, is educational work concerning proper application of paints and varnishes so that the surface may really be protected. If customers buy paint to protect the surface of woodwork, etc., in their homes, and find that the paint is not as durable as was claimed by the merchant, they will perhaps lose some faith in the basic principle on which they should be sold. Much of this may be the merchant's own fault for not having properly instructed the buyer in the correct application of the paint. Herewith are some helpful pointers continued from last week's issue, which paint salesmen should study:

THE USUAL limitation placed upon paint is that so long as it hides the surface satisfactorily, it can be spread as far as it can be brushed out. This is a great mistake for there are two classes of paints that cannot be so treated with best results from the standpoint of durability. First, there are those dark paints which possess such splendid hiding power that they can be brushed to the furthest limit. We will consider the second class a little later.

Let us take for example one of the red oxide or the graphite paints, which come in the first class. It is possible to spread them out so thin that the coat will be less in thickness than tissue paper and it is unreasonable to expect a paint film as thin as this to afford maximum protection. If four or five coats are applied of this thinness the results would be very satisfactory, but the labor cost would be too great to make this proposition one to be considered.

450 Square Feet of Metal Surface

We are then brought back to the question, "How much surface to the gallon of paint?" and qualify it by adding "and obtain greatest durability?" In our opinion for one coat work on metal or wood a gallon of paint should not be spread over 450 square feet per coat for maximum protection no matter what its color or body.

The second class referred to above are those light colored paints that will not cover or hide the surface satisfactorily if spread as thin as the dark paints.

The tendency is to apply these paints as heavy as possible in order to hide the surface; this results in being impaled upon the other horn of the dilemma and we have a paint film too thick to dry satisfactorily and one that is sure to give trouble sooner or later in peeling, cracking, chalking, or scaling. It makes an unsafe foundation for subsequent coats of paint and is altogether unsatisfactory.

No matter how deficient in power to hide, such a paint should be brushed out to as thin a film as those that hide perfectly with one coat and enough coats be applied to hide the surface to the satisfaction of the painter. It is unreasonable to expect a light colored paint to cover as well as a dark paint.

No one should yield to the temptation of attaining covering at the expense of durability by applying paints relatively poor in covering qualities in heavy coats nor on the other hand, should they apply paints relatively strong in covering power in coats too thin for durability.

There are limits then on either hand beyond which it is not safe to go, and care and judgment must be exercised to keep within bounds.

Painter's Standard for Testing Paint

The painter usually judges a paint by four points:

First—Its power to obscure or cover.

Second—The ease with which it is applied. That is to say, if it slips off the brush easily and is easily spread or brushed out over the surface so as to cause the minimum of fatigue.

Third—The time it takes to harden or dry. (The painter wants a paint to harden with reasonable speed.)

Fourth—The durability which cannot be determined beforehand, and this accounts for the conservative attitude of painters regarding paint of which they know nothing.

Outside and Inside Paints

Paints intended for exterior use require liquids that will withstand the exposure, but paints for most interior use cannot be made with the same liquids and give satisfaction.

Numerous cases have occurred where inside white and colored paints have been ignorantly used for outside use with disastrous results. This brings up the subject of putting up exterior house paints in packages smaller than quarts.

Many dealers cannot seem to understand the practical difficulty the manufacturer is "up against" in this matter of continuing the same colors as shown on the exterior house paint card down to the smallest cans. The facts are that paint bought in small cans are usually used for interior work.

This being the case it would be sure to cause trouble on account of slow drying or turning yellow if exterior house paint quality were put into these small packages.

On the other hand, if a change were made in the quality of the material put into the small packages to make them

(Continued on page 52)

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"For Exterior Surfaces"

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Gives a better and higher gloss.

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If interested tear out this page and place with letters to be answered

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An Effective Display Board for Brushes

Merchant Wires Various Styles of Brushes to Board Covered With Green Baize and Hinges it Between Shelving in Paint Department—Selling the Samples so Stock Won't be "Shop Worn"

A DISPLAY board is used by a number of hardware merchants to good advantage in showing brushes. Such a board can be made very attractive, it takes up little room in the store and it can be made to fit in with various arrangements in the brush department to good advantage. The board can be painted, varnished or enamelled or a green baize cover put on it. The brushes can then be nailed or wired to the board, these arranged in various sizes whether round, oval or flat. One merchant uses such a board hinged between the shelving in the paint department where it is easily referred to for samples when selling paint to customers.

There are other ways in which the public can be shown the stock of brushes carried, but whatever method is employed, care should be taken not to allow display or sample brushes to appear "shop worn" or become unsaleable through hanging all season on the board. More particularly does this apply to the better grade of brushes or the painters' tools. When the painter enters the store and asks for a brush, he is looking for a tool that is of first quality, and one that will stand perpetual using and does not want to be troubled with the bristles continually loosening and showing on the painted surface. He may be given one from stock, but what becomes of the sample? It has taken on an appearance that is not inviting to him and cannot be guaranteed that bristle will not come out, because it has been exposed too long. Eventually it is placed in the drawers at the end of the season or sold at a reduced figure.

Replace Samples

To overcome this, sell the sample at regular periods, every three or four weeks. Thus also allowing your sample board to have a new and snappy appearance. Accomplish this by having a small hole bored through the brush handle and suspended on a steel pin driven into the board or panel. The price and number tag will always remain if gum label is glued directly under, so that all that is necessary is the drilling of new brush and it is unlikely, the painter or amateur will offer an objection to receiving a brush with a small hole in the handle.

Substituting will also prove profitable at the commencement of next season in the early spring months, when samples have again to be shown. Rather than having the previous year's display brush as an eye-sore, you can pick at random any brush in the box, they are all new and any one may be used.

Money-Saver for the Brush Department

To the merchant who carries a stock of twenty-five different kinds of flat wall, oval, flat varnish and round types, also from eight to ten varieties of kalsomine brushes, the estimated cost of his samples is in the neighborhood of thirty-five or forty dollars. These figures, or a good percentage of them, are quite an item when having to be deducted from the net profits of the season's brush sales, caused by the depreciation of samples that are continually on display. Thus, while brushes are considered a very staple and profitable line to the hardware store, it might be much more so, if leakages such as this were avoided.

PROVIDES PAINT TO BRIGHTEN UP TOWN

Belle River, Ont.—Announcement was made that Mr. James Cooper will provide a carload of paint at actual cost in order to induce the residents of the village to paint and clean up the town. He will also donate a prize of $25 to the most attractively painted house in the village after the clean up drive. A prize of $50 will also be given for the best kept lawn or boulevard.

(Continued from Page 50)

more suitable for interior use they would be certain to cause trouble because of occasionally being used out of doors. Therefore, in order to avoid this difficulty most manufacturers put up two lines, one for interior and one for exterior use, and purposely change the shades so that the purchaser cannot buy a can of interior paint to match the exterior paint, or vice versa.

How Much Paint Can a Man Apply in a Day?

This depends upon conditions.

If he is painting a house and he is working alone on a ladder he can apply little more than a gallon per day. If he has a companion to help move ladders and they use a plank supported by braces from two ladders, he can apply 1½ gallons per day. If working from swing staging or on horses he can apply 1½ to 2½ gallons per day. If painting floors or walls while standing on the ground he can apply from 2 to 2½ gallons per day. If working on structural steel in the yard or in the shop, he can paint about 900 square feet or about four tons of structural steel of the average sizes; this will consume about 2 gallons of paint, figuring 450 square feet to each gallon.

Painting steel that is erected is very difficult to estimate. It varies according to the conditions.

Painting New and Old Work

Many kinds of woods are used in house building. On new work of white pine, poplar or white wood, the priming coat should be of the color with which it is intended to finish and it should be thinned with a half gallon raw linseed oil to the gallon of paint; if of red cedar, cypress, Oregon pine, Southern pine or other pitchy lumber, reduce with one-fourth turpentine, one-fourth raw linseed oil and one-sixteenth gallon of benzol to the gallon of paint. The second coat in both cases should be thinned with one pint of turpentine to the gallon of paint (no benzol, for it will soften the first coat and spoil the job). The third coat should be applied as it comes from the can or if too heavy to brush well, add one pint of raw oil to the gallon. Great care should be taken to stir the paint thoroughly before using. By all means avoid ochre primers.

In painting houses that have previously been painted the treatment varies according to the condition of the surface. If scaling and cracking, first scrape or burn off the paint and then proceed as for new house. If blistered, burn off where blistering occurs and use turpentine in thinning the paint. If peeling, burn off and proceed as for new house. If surface is in good condition but dry and powdery, add one-eighth to one-fourth gallon raw linseed oil to the gallon of paint for each coat. If surface is in good condition but hard and firm, add one pint of turpentine to the gallon of paint for first coat and one pint of raw oil for second coat. Allow from five days to one week between coats. Never paint a house after a rainstorm without waiting at least a day for it to dry out.

Boeckh's Brush News

The Value of a Reliable Process

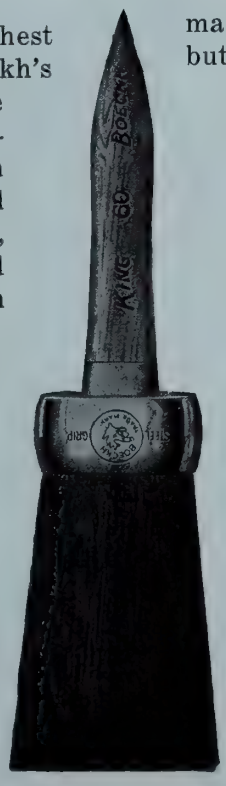
To gain satisfied customers, you must sell a satisfactory brush, a brush that will result in good-looking paint jobs—and many of them.

Boeckh's Rubberset Painter's Brushes are just this kind. Because of our special process of manufacture, they are stronger and have greater resilience than ordinary brushes. They give longer and more satisfactory service.

Bristles or hair of the very highest quality are used in all Boeckh's Brushes. The butt of each bristle is completely covered with semi-liquid pure rubber, which is then vulcanized by steam heat, until absolutely hard. By this process, each bristle is so firmly fastened into the rubber that it never can come out.

Steam Heat Vulcanizing

is the method we employ. We know it is safe. Brushes vulcanized by steam heat give better and longer service. The bristles retain their strength, firmness and elasticity. Steam heat vulcanizing does not destroy them. Gas, used by some manufacturers, we know, is much faster than steam heat vulcanizing, but it is very dangerous, unless extreme care is taken, the life of the bristle is destroyed by the very dry heat.



Throughout our many years as manufacturers, we have used none but reliable, "safety first" methods in the construction of our brushes. It is because of these methods that Boeckh's Brushes are perfect—and give unequalled satisfaction.

Selling brushes made by Boeckh's reliable, "safety first" methods gains satisfied customers. It also establishes your store as a "Quality House."

If you are not already selling Boeckh's Brushes, write us at once for particulars.

Distributors:

Montreal: H. E. Smith Sales Company, 130 Craig Street, West.

Winnipeg: Mr. J. B. Buckham, 664 Broadway.

Vancouver and Victoria: T. S. Griffiths, 1080 Hamilton St., Vancouver, B.C.

The **Boeckh Company** *Ltd.*

Toronto - Canada

Makers of Everything in Good Brushes Since 1856

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, June 8.—An advance of three cents in local Paris green prices in all sized packages and containers and turpentine offer the features of the paint markets. Local turpentine quotations are further advanced three cents per gallon, bringing a new high level for the product this season. The undertone of turpentine remains strong with local available stocks still at a low level. During the past week shipments from the south have been received, but these have not been sufficient to take care of present demands and at the same time replenish stocks to a satisfactory extent for this season of the year. Further arrivals are looked for during the coming week, and while supplies will be none too ample, the shortage is not expected to reach serious proportions. Southern markets report demand still exceeding fresh receipts, with stocks also comparatively low for the present season. The flax seed market has weakened to an extent, and as a result linseed oil has developed a somewhat easier tone. Local oil prices, however, remain unchanged, the present active demand being a strong factor assisting in maintaining present levels. There is little change in window glass, quotations remaining at recent revision, with moderate activity reported for this season of the year. Paint and varnish sales are active, manufacturers still expressing themselves as being quite satisfied with the present volume of business. Current quotations on all lines are unchanged, lead and linseed oil contributing a fair amount of strength to the market, because of their present firm tone.

TURPENTINE STILL ON AN UPWARD CLIME

Montreal.

Another increase of three cents per gallon on the local turpentine market again offers the price change in the paint markets. This further revision brings turpentine to a new high level of $1.38 per gallon in one barrel lots. Although the local market was relieved this week by shipments from the south, practically all the supplies received were immediately taken up, either for orders already on hand or for manufacturing purposes, and there is still very little stuff available. One local dealer stated that they were practically in the same position as last week, their stock being depleted and demand still active. For present demand it can be stated that the call for this product is generally described as insistent. Further shipments, however, are expected during the following week and the temporary shortage is not expected to reach serious proportions. For the market in the south, reports indicate that demand still exceeds available supplies, and although theoretically prices should ease off at this season, there is no present indications of a weakening. The crop has been delayed this season and the market has been dependent on producers, offerings. With the beginning of this month, however, receipts are expected to increase, and with this a gradual improvement locally may be looked for. Quotations at the revision are as follows:

TURPENTINE—	Imp. Gal.
1 barrel lots	$1 38
2 to 4 barrel lots, per gal.	1 37
Broken lots	1 48

SEED MARKET WEAKENS: EASIER TONE IN OIL

Montreal

Following recent fluctuations, after a strong market for some weeks past, the flax seed market has developed a somewhat weaker tone, with prices at the end of the week some few cents less than at the commencement. Local quotations on oil, however, have not yet reflected the softer tone, and are again unchanged. The demand for linseed oil is still good, the present activity in paint manufacturing circles requiring its usual volume. Whether a continuation of the present ratio of consumption will be a factor strong enough to offset any tendency from an easier market is thought problematic, but it is noted that crushers are not quite as firm in their ideas as formerly, or even as they were one week ago. If flax seed continues to sag, there is little doubt but that a lowering in oil prices will follow in the not far distant future. It must be remembered, too, that the heaviest consumptive demand for oil is usually fairly well over after the close of the present month.

Reports from outside markets have also recently taken on a little different aspect. With improved seeding reports and fall prospects in the Northwest, a brighter outlook is lent for future. Added to this, and perhaps having a more direct bearing on the present situation, are more ample supplies reported in the Argentine. Unchanged quotations are as follows:

LINSEED OIL—	Raw	Boiled
8 to 5 barrel lots, per gal.	1 08	1 10
1 to 2 barrel lots, per gal.	1 10	1 12
Less barrels, add 10 cents per gallon.		

CONTINUED BRISK TRADE IN PAINT CIRCLES

Montreal.

General satisfaction with the present movement of paint, varnishes and sundry lines is again expressed by manufacturers. Comparatively low dealers stocks at the beginning of the paint season is still assisting sales, and a continued good trade is looked for during the remainder of the month at least. Generally speaking, the volume of business in these lines is keeping pace with last year, and although a slight falling off in industrial trade has been in evidence during the past month, dealer trade is said to have filled the gap in an encouraging way. The same might be said of white-lead-in-oil, sales of this product showing that much outside painting is at present under way. The undertone of the market of all products is still fairly firm, lead and linseed oil contributing strength through their present strong position.

MODERATE BUSINESS IN WINDOW GLASS

Montreal.

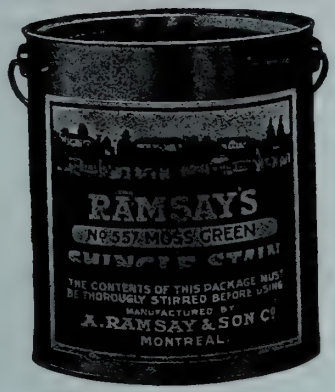
The recent announcement of a discount added to former net prices on window glass leaves the local market in a somewhat improved condition insofar as prices are concerned, although keen competition is still in evidence. It is also noted that the Belgium market is somewhat weaker, the mark having sagged in recent weeks. With frequent arrivals from this source, there is still a soft tone to the market notwithstanding the price decline of two weeks ago. Current business is stated to be fair for this season through building requirements, and with a continuation of brisk construction work dealers anticipate that trade will at least reach the record of previous years throughout the summer months.

THREE CENT ADVANCE IN PARIS GREEN PRICES

Montreal.

An advance of three cents per lb. is made on Paris green quotations in all sized packages and containers. It will be remembered that two reductions in prices were announced at the beginning of the season which brought current price levels to a much lower level than last year, and the present revision still leaves prevailing quotations considerably lower than one year ago. Revised prices will be found on current market page.

RAMSAY'S PAINTS
"THE RIGHT PAINT TO PAINT RIGHT"

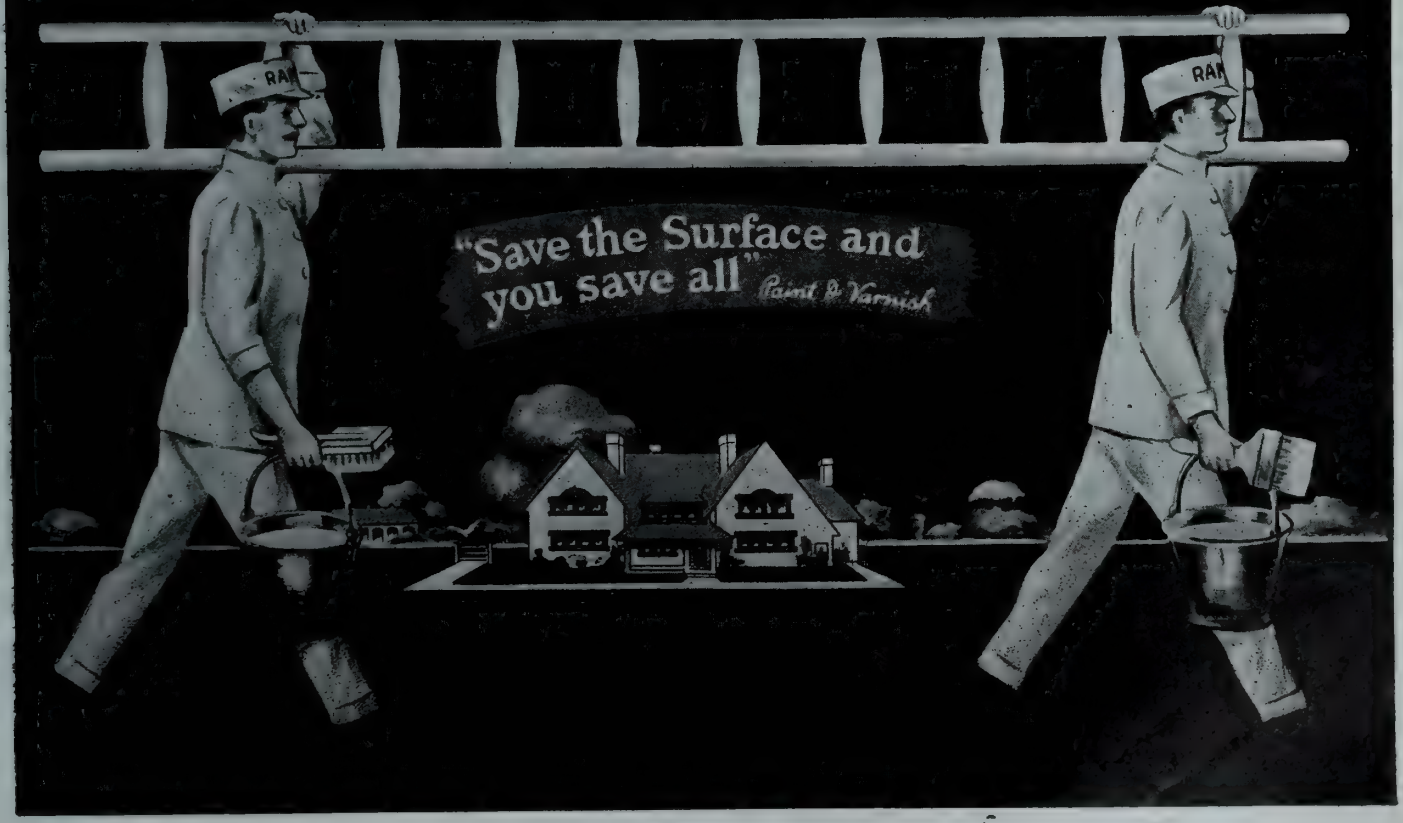


If you are not already handling "RAMSAY'S SHINGLE STAIN" now is the time to do so, as the Season is now on—Stock up with

"The Right Shingle Stain To Shingle Stain Right."

Manufactured in ten beautiful and attractive shades.

For Beautiful Healthful Homes



If interested tear out this page and place with letters to be answered

Toronto

TORONTO, June 8.—An advance of three cents per lb. in paris green quotations coupled with a recession of five cents per gallon on linseed oil, supply the premier price developments on the current paint markets.

THREE CENTS ADVANCE IN PARIS GREEN PRICE

Toronto.

An increase of three cents per lb. all through the list has been announced in quotations on paris green. This change reflects the brisk call for these products at this season of the year, which has resulted in stocks being very low locally, and fresh supplies now more difficult to obtain. Following are the new higher price levels:

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½-lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. tins, per lb.	0 36
lb.	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

LINSEED OIL LOWER: FLAX SEED WEAKER

Toronto.

Owing to the weakness apparent in the flax seed markets, which development was outlined in last week's paint market reports, the price of linseed oil has recorded a decline of five cents per gallon. This change brings the average current quotation to $1.10 for raw and $1.13 for boiled in one barrel and two barrel lots. During the week the previous level of $1.15 was not being uniformly adhered to, and with the prevailing call for oil registering a recession from the brisk movement of recent weeks, the lower prices were generally announced. The quieter tone of the market is attributed to the fact that large consumers are thought to have covered their requirements, but in view of the heavy call for mixed paints now being experienced, some renewal of oil supplies may be evident later on in the season. Numerous inquiries indicate that buyers are keeping in close touch with the market, but trading is reported light. Revised price levels follow:

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 10	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

TURPENTINE SITUATION REFLECTS LOW STOCKS

Toronto

The current situation in the turpentine markets continues to attract more than the customary degree of attention, in view of the exceptional conditions evidenced at this season of the year. No recession has been tabulated from the firm showing of the last couple of weeks, and the high level of the season announced last week, continues to remain in effect locally. Distributors of turpentine describe the domestic conditions as hinging almost entirely upon the extent of new deliveries from the south, which are at present very indefinite. Until fresh arrivals are of sufficient volume to take care of pending orders and leave a surplus stock on hand, it was stated that the price will most probably remain where it is, or, on the other hand, if the scarcity becomes even more pronounced—a development which is not expected—higher price levels might become effective until relief was in sight. Buyers are showing little desire to purchase beyond their immediate requirements, which evidently reflects the feeling that lower prices cannot be very far off, but in spite of this lack of extensive commitments, the prevailing demand is described as brisk enough to take care of all available supplies with shipments on the way also booked up. Local quotations follow:

TURPENTINE—	Imp. gal.
1 barrel lots	1 45
2 to 4 barrel lots	1 44
5 gallon lots	1 60

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

INJURES REPUTATION

(Continued from page 30)

specifically with those imitators of British Hall Marks, which sometimes are applied not only to American sterling wares but also to plated wares as well.

Another unscrupulous practice, to which attention is now being drawn, is the manufacture and sale in America of plated wares purporting to be "Sheffield ware" or "Sheffield reproduction," and which, since they are never the former, and seldom the latter, have the effect not only of defrauding the public, but of doing incalculable injury to the name of Sheffield in the eyes of the purchaser who may discover the low quality, but not the origin of its purchase.

"Unfortunately, our customs laws permit the importation of such articles made in the United States bearing the marks "Sheffield" or "Sheffield reproduction" provided these marks are accompanied by the words "Made in the U. S. A.," and as there is no stipulation as to the manner in which these marks shall be applied, invariably the word "Sheffield" is applied quite conspicuously and the words "Made in the U. S. A." very obscurely. However, all such cases are subject to the scrutiny of your inspector, who will see that there is no contravention of the Gold and Silver Marking Act by the application of marks that are calculated to mislead.

The agitation for the compulsory introduction of the Metric System has become less apparent. The propaganda of the World Trade Clubs of San Francisco has, however, served the useful purpose of disturbing the laissez-faire attitude of many interested industries, particularly in the textile and engineering world, who have lodged official resolutions against any such compulsory change. England has lately considered the advisability of introducing a decimal currency, retaining the sovereign and florin but involving a slight reduction in the value of the half-penny. But a special committee under Lord Southwark has rejected the scheme, notwithstanding the unquestionable advantages of decimal currency. I mention this by way of illustrating the seriousness of making changes in the advanced industrial and financial stage the world has reached to-day. If currency which is transitory and merely the medium of exchange cannot be altered, it must be far more serious to alter the units of measurement and production, which are permanently rooted in the vast engineering and architectural structures and industries of our Empire.

HALF HOLIDAYS AND DAYLIGHT SAVING

(Continued from page 42)

GULL LAKE—Wednesday half holiday from 1 noon, June 1st to August 15. Close at 6 p.m. except Saturday. No daylight saving.

HUMBOLDT—Wednesday half holiday from 1 noon. June, July and August, Close 6 p.m. except Saturday. No daylight saving.

INDIAN HEAD—Thursday half holiday from 1 noon. May to August. Close at 6 p.m. except Saturday. No daylight saving.

LLOYDMINSTER—Wednesday half holiday from 1 p.m. May to August 15th. Close 6 p.m. except Saturday. No daylight saving.

LUMSDEN—No half holiday. Close 6 p.m. except Saturday. No daylight saving.

MELFORT—Wednesday half holiday from 12 noon. June, July and August. Close 6 p.m. except Saturday. No daylight saving.

MELVILLE—Wednesday half holiday from 1 noon. June, July and August. Close at 6 p.m. except Saturday. No daylight saving.

MOOSE JAW—Wednesday half holiday from 12 non. June, July and August. Close 6 p.m. except Saturday. No daylight saving.

MOOSOMIN—Thursday half holiday from 1 noon. All year round. Close at 6 p.m. except Saturday. No daylight saving.

OXBOW—No half holiday. Close at 6 p.m. except Saturday. No daylight saving.

QU'APPELLE—Thursday half holiday from 12 noon. May 4th to August 31st. Close at 6 p.m. except Saturday. No daylight saving.

REGINA—Wednesday half holiday from 12 noon. June, July and August. Close at 6 p.m. except Saturday. Daylight saving first Sunday in May to October.

ROSETOWN—Wednesday half holiday from 12 noon. June, July and August. Close at 6 p.m. except Saturday. No daylight saving.

ROSTHERN—No half holiday. No daylight saving.

SWIFT CURRENT—Wednesday half holiday from 12.30 noon. 15th May to 15 Aug. Close at 5.30 p.m. except Saturday. No daylight saving.

VANGUARD—Wednesday half holiday from 1 noon. June and July. Close 6 p.m. except Saturday. No daylight saving.

WILKIE—No half holiday. Close 6 p.m. except Saturday. No daylight saving.

WYNYARD—Wednesday half holiday from 1 noon. May 1st to August 15th. Close at 6 p.m. except Saturday. No daylight saving.

YORKTON—Wednesday half holiday from 1 noon. June, July, and August. Close at 6 p.m. except Saturday. Daylight saving.

Ask Your Editor to re-print this Editorial

The Editor of your local newspaper from whom you buy advertising space undoubtedly will be glad to support the "Save the Surface and You Save All" educational campaign as it is a national issue. Get in touch with your editor and a little co-operation will work wonders.

Many leading newspapers have published strong editorials in support of the idea of surface protection.

"The Value of the Surface

Suppose you were in the market for a house and were offered two structures that were of the same age, shape, size, constructed of the same material, and equally attractively located; were built from the same plans and by the same workmen and on the day when they were finished, were as like as two peas in a pod and worth the same amount of money; and the only difference between them, when you went to look them over, was that one of them wore a fresh coat of paint, while the clapboards of the other dripped shabbily with the scales of the last coat it had received years before.

Which would you choose? The house that had not been painted since it was erected, whose appearance was desolate and uninviting, and whose walls, exposed to the weather season after season, were already showing signs of general decay? You would not. You would put your money into the house that had been protected from the rains and snows of winter and the blistering heat of summer by frequent applications of protective and preventive paints. Your mind would be made up for you as much by the knowledge that this house was sound from sill to ridgepole as by the appeal which its neat and brilliant exterior made to your eye.

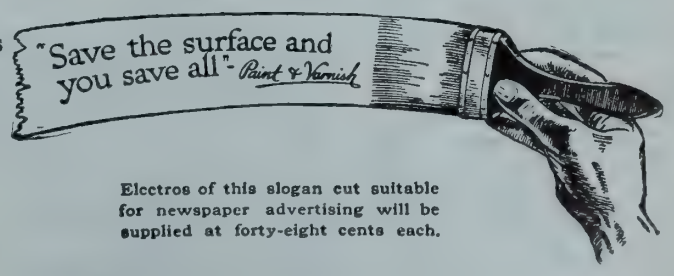
And the other man's mind is made up just as yours is. You may not be buying a house, you may not want to dispose of it this year, but you may want to sell it next year or five or ten years from now. And when you do want to sell it, your property will be judged by the same standard that you would employ if you were buying instead of selling.

A house that can't be turned into cash is about as profitable an investment as bonds and stocks for which there is no market, and it can't be turned into cash at full value unless it has been kept in shape. The realty world has a long memory. "Oh, that house has gone ten years without a touch of paint. It is water-logged and wormeaten. It won't hold together much longer." These observations are frequently heard in discussions of realty offerings. A few coats of paint in the last ten years would have robbed them of any foundation of truth. And then there is the other side of the matter. You may not want to sell your house at all. You may expect to make it your home as long as you live; but you can't do this without keeping it in repair. Shingles and clapboards will wear out and if the weather gets further in, other timbers will go. A preventive coat of paint applied in time will save much unnecessary outlay in actual reconstruction. Whether the exposed material is wood or metal or any of the other structural materials, weather will eat its way into it and finally destroy it if its surface is not protected. Save the surface and you save all.

70

Save the Surface Campaign

509 Royal Trust Chambers
107 St. James Street
MONTREAL



Electros of this slogan cut suitable for newspaper advertising will be supplied at forty-eight cents each.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. .	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	....	....	125 50
30/30	.....	.....	144 50
803 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.
Remington Union Metallic list less 2½ per cent.
Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball. $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax. freight equalized.

AXES

Boys' Axes. doz. ..	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz. ...	10 50	15 00
Double bits, doz. ..	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each......... 0 50
12 or less than 50, each... 0 45
50 or less than 125 each.... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each..........$0 50
12 or less than 50, each..... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each. each. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$ 6 00	18-16 ...	$12 00
4-16 ...	5 00	19-16	14 00
5-16.......	5 00	20-16....	14 00
6-16.......	5 00	21-16....	16 00
7-16.......	5 00	22-16....	16 00
8-16.......	5 00	23-16....	18 00
9-16.......	6 00	24-16....	18 00
10-16......	6 00	25-16....	21 00
11-16......	7 00	26-16....	21 00
12-16......	7 00	27-16....	24 00
13-16......	8 25	28-16....	24 00
14-16......	8 25	29-16....	24 00
15-16......	9 50	30-16....	27 00
16-16......	9 50	31-16....	30 00
17-16......	12 00	32-16....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller. 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list). 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard.......	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb...	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb...	0 41	0 40
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
1-lb. 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.: No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c ib.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75: Toronto, $8.00; London, $7.75.

ASSORTED SIZES
HOUSEHOLD
WALL PAINT BRUSHES
MANUFACTURED BY
CANADA BRUSH CO. LTD.. ST. JOHN, N. B.

Self-Selling Wall Brushes

Live Dealers Know That Goods Well Displayed Are Half Sold

THIS ASSORTMENT PROVES IT.

No. 95 household assortment contains a splendid line of wall paint brushes needed by every householder for odd jobs around the home. These brushes are well made, quick sellers, and give you a rapid turnover, that will mean increased profits for you.

This illustration shows one assortment—we have others. The boxes are attractive, and all you have to do is set them on your paint counter and ring up the sales on your cash register.

Manufactured by

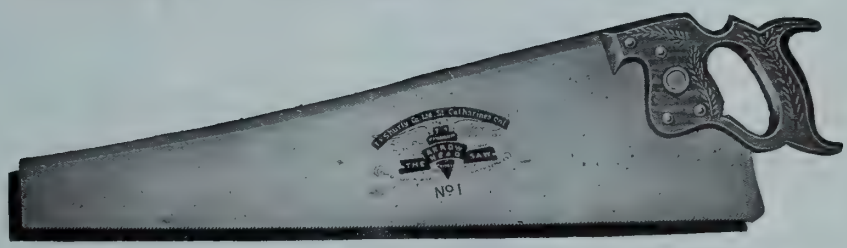
Canada Brush Co., Limited

St. John, N.B.

Montreal Branch 17 ST. GABRIEL STREET Representatives, ST. MICHEL, LTD.

ARROW HEAD HAND SAWS

When your trade asks for **First Quality Hand Saws** you can best satisfy that demand by supplying **"Arrow Head."**

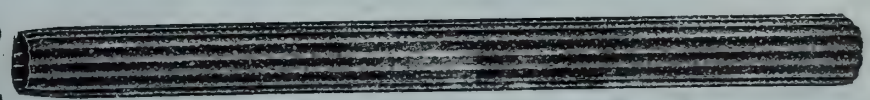


Made by

T. F. SHURLY CO., Limited, St. Catharines, Ontario

Makers of all kinds of Wood Cutting and Butcher Saws

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.



Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

WHEELER & BAIN, LTD. TORONTO

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	......$2.70	⅜	.......$ 8.50
⅛	...... 3.00	7-16	..... 10.50
5-32	...... 3.50	½	...... 13.00
3-16	...... 4.00	9-16	.... 15.50
7-32	...... 4.50	⅝	...... 18.00
¼	...... 5.00	11 16	... 21.00
9-32	...... 6.00	¾	...... 24.00
5-16	...... 7.00	⅞	...... 30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.
Rachet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS

Class—	Montreal	Toronto
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼

New piece list adopted June 1, 1922. Discount, 70 and 5 per cent

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 75
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 28 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork. net prices. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz......	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz......	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. ..21 per lb.
48 x 96 ....21c. per lb.
Less than case, 50c. per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts polished, per set $1 70
Potts, nickel plated, per set 1 75
Potts handles, japd., grs.,... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.o.b. factory.

LATCHES— ... . . . Per doz.
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 80
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto. London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List Ea.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive.. 57 00
Do., do. electric 116 50
Rotary water motor washer 29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen............ 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small.... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
No. 10 ... . 2 30
Crank wringing 7 85
Smarts' 4 00
No. 11 Janitor 4 75
F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... . Net
Thousand Island .... Net
Red Wing ... . Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10 1920.
Advance over base on common wire nails in kegs.

1⅛inch	.... 1 40	3¼inch	..0 15
2¾inch	 030		
2¼inch	.... 0 55	5½inch	..base
2½inch	.... 0 30	6 inch	. base
1¾inch	.... 0 75	4½inch	..0 05
1¼inch	.... 1 15	3½inch	..0 10
2 inch	.... 0 60	5 inch	..base
1 inch	....$1 50	3 inch	..0 20
1½inch	.... 0 80	4 inch	..0 05

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

Everything For Golf

G. BRODIE BREEZE & CO.

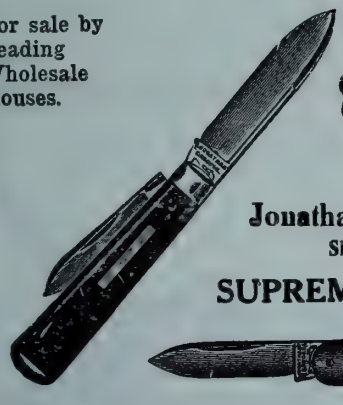
(THE SCOTCH HOUSE)
GOLF CLUB MAKERS
182 Trongate, GLASGOW, SCOTLAND

GOLF CLUBS BAGS and BALLS
GOLF PROFESSIONALS' SUPPLIES
GOLF GREEN KEEPERS' SUPPLIES

Export Orders Solicited. Write For New Illustrated Catalogue

Cable--BROBREES--GLASGOW. Established 1888

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

FLY TERROR

Sells to Campers

Fly Terror wins! It makes the sales. It never disappoints anybody. Fly Terror absolutely protects from black flies and mosquitos. Still better; it protects and is agreeable to use also. This is an unusual advantage, Fly Terror is agreeable in odor, non-greasy, non-poisonous, non-injurious to the hands and very pleasant to use—for everybody but the flies and mosquitos.

MADE IN CANADA

The Fly Terror Manufacturing Reg'd
7 Notre Dame Square, Quebec, Canada

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C.

'COCK KNIFE'

Corporate Trade Mark
Granted 1772

Rawson Brothers
SHEFFIELD, ENG.
Manufacturers of Celebrated "COCK" Brand Cutlery
Agents: C. C. CRAIG CO.
281 McDermott Ave. - WINNIPEG
Stocks Always on Hand

No. 9990

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

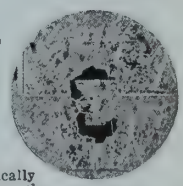
IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

"CROWN" METAL SHINGLES

Securely Locked On All Four Sides



"Crown" Lock-All Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self-compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—

McFarlane-Douglas Co.,
Limited.
Ottawa, Canada.

If interested tear out this page and place with letters to be answered

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.70 base.

Owen Sound or Collingwood, $3.70 base.

F.O.B. Montreal, $3.70 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.O.B. Montreal, $4.40 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

Net Price List Per Box

No.	Lengths	of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
14 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 50
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Navy Special No. 1 ..... $15 00

Plumbers' in 50 lb. bales .. 6 30

F.o.b. Montreal and Toronto

OILS

	Toronto
Royalite, gal.	$ 0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.69.0
Parafine	0.20.0
List, less 15 per cent.	
Polarine per gal. list	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	$ 0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing	1 15	
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white	5 50	
Do., gray	4 50	
Red Star heavy tarred straw	3 40	
Imp. White Sheathing	5 50	
Imp. Gray sheathing	4 50	
Scythe brand dry straw	3 15	
Spruce Sheathing, 36" and 72" wide	6 00	
Asbestos Sheathing	6 75	
Carpet felt	3 90	
Tarred felt, 7, 10 and 16 oz.	3 45	

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in.	40%
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

	Steel		Gen.Wrot.Iron	
Size	Blk.	Galv.	Blk.	Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	....	....
3 in	36 72	49 73	....	....
3½ in.	47 84	63 48	....	....
4 in.	56 68	75 21	....	....

Standard Lapweld Pipe S-C
Per 100 feet

	Steel		Gen.Wrot.Iron	
Size	Blk.	Galv.	Blk.	Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 [illegible]
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	$18 40	
3 in., in 10-ft. lengths list	22 30	
4 in., in 10-ft. lengths, list	29 60	
5 in., in 10-ft. lengths, list	40 00	
6 in., in 10-ft. lengths, list	49 00	

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal. Montreal. Toronto

Do., 60 sheets	5 50	5 30
Ordinary, 52 sheets	$5 40	$5 25

PLATES, COKE TIN

20x28x100 lb. basis, box	$13 50
20x28IC, 112s, box	14 00
20x28 IX, 112s, box	16 00
20x28 IXX, 56s box	9 25
20 x 28 IXXX 56s bx	10 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 4 35
No. 158, galvanized	4 45
No. 59, japanned	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING Toronto

Samson, 1 ply, roll	$ 2 05
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 90

	Montreal.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles 4 shingles in one, per sq.	6 00	
Everlastic red or green, mineral surface, sq. 36" wide	2 85	
Do., 18" wide	3 30	

F. o. b. Montreal

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. cans	0 85	0 85
gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50

Reed's Plastic Asphalt Cement	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net.	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2.50

Less 25 per cent.

F.O.B. Montreal.

ROPE

Pure Manila basis	0 23
Beaver manila, basis	0 20
British manila, basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marine, tarred	0 57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 35
Hemp, deep sea line basis	0 50
Hemp, tarred ratline basis	0 43
Hemp, tarred bolt rope basis	0 45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.	0 43
Do., 5-32 in.	0 42
Do., 3-16 in.	0 39
Do., ¼ in. and up	0 39 0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion List, less 10%

4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, O. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H. bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1½ in.	13 50
1¼ in.	15 [illegible]

TINKER TOM'S TALKS.

No. 362

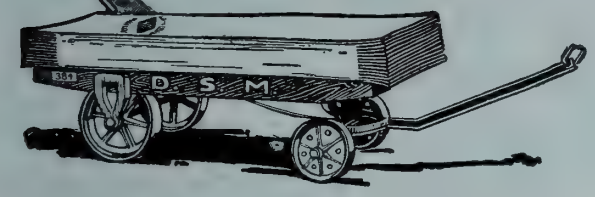
You've heard of the old time three-handed card games—two sharks and a sucker?

You'll see the same thing duplicated to-day in the **Coal Strike.** The owner three months ago couldn't sell soft coal at $1.50 per ton, now he has a whale of a trade at double that.

The miner who was working less than half time is now working every day and the non-union mines are full of union men working "open shop."

As to the sucker, the poor old public is filling that role, and the queer thing is the way business in all lines is reviving.

TINKER TOM



MADE IN PREMIER CANADA

DOUBLE-NEEDLE TORCHES GIVE DOUBLE SERVICE

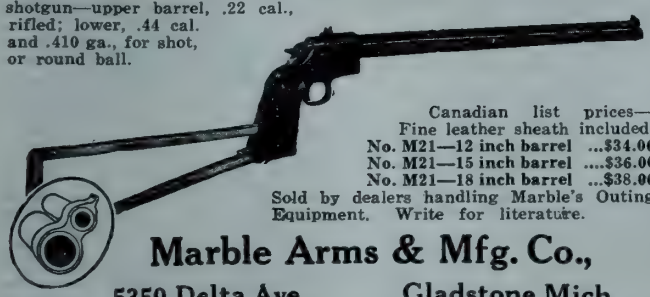
The Improved Double Blunt Needle Burner produces the maximum heat, burning gasoline or kerosene by changing the jet block. The Upper Needle has wire tip that cleans the orifice, lower regulates the flame. A perfect gas mixture is secured as orifice can not be enlarged by forcing the Needle, a fault with other makes. No. 208 Torch is extra large and powerful, two quart size, No. 208 quart size and 210 pint capacity. Always reliable and save time and money. Jobbers supply at factory prices. Send for our catalogue now.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave.,
Detroit, Mich., U.S.A.

No. 208 Torch. List price ea. $17.00
Ask for Discount.

TWO GUNS IN ONE

Marble's Game Getter is both rifle and shotgun—upper barrel, .22 cal., rifled; lower, .44 cal. and .410 ga., for shot, or round ball.

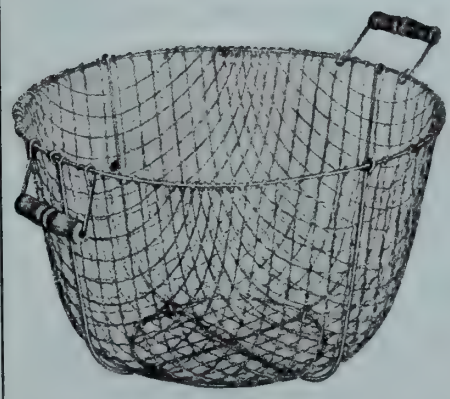


Canadian list prices—
Fine leather sheath included.
No. M21—12 inch barrel ...$34.00
No. M21—15 inch barrel $36.00
No. M21—18 inch barrel ...$38.00
Sold by dealers handling Marble's Outing Equipment. Write for literature.

Marble Arms & Mfg. Co.,
5350 Delta Ave., Gladstone Mich.,

Canadian Representative:
FRASER & CO., Montreal. R. H. CONLEY, Winnipeg.

Exceptionally Strong



Root Crop and Fish Baskets

Made of one inch mesh of STEEL WIRE —rust proofed by the most improved process.

Made in ½ bushel, bushel, 1½ bushel sizes

Your customers want the best, don't they? Then it is to your advantage to sell Macdonald wire products.

Order from your jobber

Macdonald Wire Goods Company
Drummondville, Que.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 85 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List.

Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl...	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel	4 40
653—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin.......	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket ..	1 55

F.o.b., Montreal, Toronto, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz...........$2 20
Giant, No. 1................ 2 90
Jump No. 1 .... 2 90
Hawley & Norton, No. 1.... 4 25
Newhouse, No. 1 .... 6 35
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb........$0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 80
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans List, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list
Heavy Galv. pails and tubs, net list
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods. list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	3 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.

Stovepipe Wire
No. 18 .. ..$ 8 50
No. 19 .. .. 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls. ..	0 07	0 07
Less quantities .	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1	06-09½
Do., less quantities ..	11-15
Raw and Burnt Sienna 100 lb. kegs, lb.	06-09½
Do., less quantities ..	12-15
Imp. green, 100-lb. kegs..	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg ..	15-20
Do., No. 1, 100-lb. keg ..	-08
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs ..	-05
White ochre, 100-lb. keg	-06
Do., barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.........	05-08
Spruce ochre, 100-lb. keg..	05-08
Can. red oxide, bbls.	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure ..	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 35

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Allbagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry, ...	6 75
Agate, ...	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags..	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18
Brantford All Around list prices.	
Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

less 15 per cent.

Cut size sheet glass, 75% off November, 1920 list.

Montreal 70/10% o+.

GLASS PLATE,

Montreal, 60% off.

GLAZIERS' POINTS

Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.

Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure .	.....	.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks.....	$ 9 75
Genuine, 100 lb. casks......	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE	
Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.	
Barrels, per gal.	$ 60
Half-Barrels, per gal........	0 65
5s and 10s, per gal.........	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case..	8 00

PAINTS, PREPARED

Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C. P., Co., pure colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond, floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white...	3 75
Do., colors	3 60
Re. Newitt, porch and floor.	3 55
Do., flat wall finish	3 35
Moore's House colors, white..	3 75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall. white	3 45
I. V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White.....	3 95
Do., H. S. Colors	3 60
Do., H. S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white ...	3 50
Do., color	3 35
Jamieson's Crown Anchor ..	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colrs..	3 60
O.P.W. Canada Brand, floor.	3 55
O.P.W. Flat Wall, white ..	3 45
O.P.W. Flat Wall, color ...	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white ..	3 45
Ramsay's Dull tone, colrs ...	3 85
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour 100%, white..	3 95
Martin-Senour, 100%, colors..	3 60
Martin-Senour, porch paint..	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors, ...	3 35
Martin-Senour, floor paint ..	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors ..	3 05
Pearcy's Prepared, white ..	3 40
Pearcy's Prepared, floor ..	3 00
A. & E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50

H. T. & A. Co.'s Creosote Oil—	
Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½-lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. tins, per lb.	0 36
50 and 100-lb. drums, per lb.	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY

See wekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC Per gal.	Pure White	Pure Orange
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50
Ramsay's	1 40	1 60

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 08
B. H. Maritime Spar	5 13
B. H. Hard oil	2 76
B. H. Gold Metal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 80
Do., No. 2	4 48
Do., Floor	4 00
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor ..	3 40
O. P. W. Jasperite Pale Hard Oil	2 50
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor ..	4 50
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing ..	4 85
Kyanize Interior and Floor	4 85
Luxeberry Light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear ..	4 40
Dougall Transparent, spar ..	4 90
Dougall Transparent, floor ..	4 40
Do., Nogloss, interior	4 40
Do., Interior	4 40

Copalite—	
Adelite, No. 103, Floor ..	3 90
Adelite, No. 105, Flat ..	3 90
Adelite, No. 100, Spar	5 70

F.O.B. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb. ..	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine per 100 lbs.		
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE

Cream, polishing, 18c.

White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.

Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.

Above lines subject to trade discount for quantity.

WAX	
B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.......	$ 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush.			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		.....
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		.....
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
30 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim			159 50
351 Self Ldg.			121 50
44/65			152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No. 1, $7.50; No. 3, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft.. $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.: 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$ 1 75
Mrs. Potts' No. 50 set 1 80

Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

	per gal.
Raw	$1 20
Boiled	1 23

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 55

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4		.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

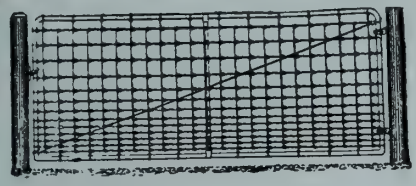
REMIND FARMER CUSTOMERS

Good Fencing Saves Property and Money

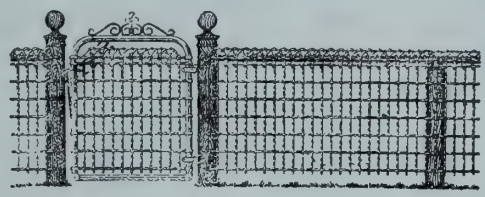
HEAVY TITE-LOCK Horse and Cattle Fence has 5 line wires, 40 inches high; nine stays to the rod. It is all No. 9 wire; spaced 10, 10, 10 and 10. Weighs about 7 lbs. per rod and comes in 20 and 40-rod rolls. There is also a horse, sheep and cattle fence with 7 line wires, with spacing 5, 6, 6, 7, 7½ and 8½. Weighs about 9 lbs. per rod. This is fence that you can sell a lot of and make money on. This fence is really "horse-high, bull-strong and pig-tight."

Well Fenced Property Is More Valuable

Ashdown service will back you with a wide variety of ornamental fence and gates, trellis, flower guards, etc. We can supply just the thing to turn most of your customers' inquiries into orders.



Good, substantial farm gates that add to the appearance and value of a place, pay the farmer and pay you to sell. The illustration is Style "C" Iron Pipe Frame, Painted. It is 48 inches high, and comes in widths 8, 10, 12, 14 and 16-foot.



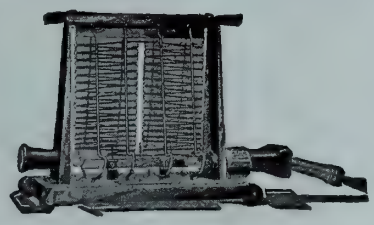
You Are Backed by the Ashdown Organization With 53 Years of Merchandising Success and Service.

THE J. H. ASHDOWN HARDWARE CO., LTD.

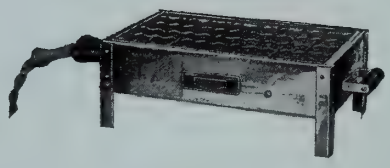
Calgary WINNIPEG Saskatoon

EQUATOR---The Dependable Line

Cat. No. A 3



Cat. No. A 8



Cat. No. A 5

EQUATOR MANUFACTURING CO. LTD.

HAMILTON
CANADA

SIMONDS

Crescent Ground
CROSS-CUT SAWS

Dealers who carry this line are assured of Satisfied Customers and reasonable profits. Write for Dealers' discounts and selling proposition.

Simonds Canada Saw Co., Limited

"The Saw Makers"

St. John, N.B. MONTREAL, QUE. Vancouver, B.C.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color.	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$6 25	$8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$2 40	$2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165, x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

Beaver, New Zealand, and best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., ½ in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 60

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.50 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

Barrett Roofings, Cements Industrial Paints etc.

The Wise Dealer Looks Ahead

HE wants to make profits, of course, but he must make friends of his customers—he must win and hold their confidence by selling them reliable goods at fair prices.

That's why wise dealers like to sell Barrett products. Our sixty years' successful manufacturing experience insures the absolute reliability of every article bearing the Barrett label.

The Popular Fly Oil

Lice Destroyer, Cow Spray

Creonoid is wonderfully effective in eliminating flies, lice and other vermin, and a fast seller in every farm community.

When the worry caused by flies and other insects is removed by Creonoid, horses do more work, hogs fatten more quickly, cows give more milk, and hens lay more eggs. That means bigger farm profits.

The farm where Creonoid is used is healthier, too. For Creonoid kills the malarial mosquito and other germ carrying insects. It also kills the dangerous, blood-sucking flies.

We Help You Sell It

Our advertising plans include many farm paper and newspaper advertisements featuring this remarkable Barrett product. We are making customers for Creonoid right in your territory. If you order now you will be prepared to make the profit on this demand.

Comes ready for use in 1- and 5-gallon cans, ½ barrels (about 20 gals.), barrels (about 40 gals.), and steel drums (43 gals.).

Spraying hen house with Creonoid

WINNIPEG VANCOUVER HALIFAX, N. S. **The Barrett Company LIMITED** MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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ADVERTISING SPECIALTIES
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Hurtubise, Limited, Montreal.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
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Duro Aluminum Limited, Hamilton, Ont.
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The Dominion Cartridge Co., Ltd., Montreal, Que.

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ANCHORS, GUY
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Marlin Firearms Corporation, New Haven, Cann.
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Geo. W. Reed & Co., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co., of Canada, Winnipeg, Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Canada Axe & Harvest Tool Co., Ltd., Montreal. Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
British Empire Steel Corp. Ltd., Montreal.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Pall Bearing Co. Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd. Toronto

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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A. J. Reach & Co., Ltd., Brantford, Ont.

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Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
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BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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The Dominion Belting Co., Ltd., Hamilton, Ont.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Canada Metal Co., Ltd., Toronto.
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BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN and BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto. .. .. ..
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd , Weston, Ont.
Iver Johnston Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
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BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
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BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
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Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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BOX STRAPPING
The Stanley Works, New Britain, Conn.

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E. C. Atkins & Co., Hamilton, Ont.
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Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

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Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.
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The Canada Metal Co., Limited, Toronto, Ont.
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The Boeckh Company, Limited, Toronto, Ont.
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The Poeckh Company, Limited, Toronto, Ont.
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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

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The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

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The Katie Foundry Co., Galt, Ont.

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The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

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Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Standard Meter Co., Ltd., Toronto, Ont.

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Wilkinson & Kompass, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

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Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

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The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reid & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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The B. Grening Wire Co., Ltd., Hamilton, Ont.

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Canadian Veneering Co., Acton Vale, Que.
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BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

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Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

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The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
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The United Royalties Corp., New York, N.Y.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

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The International Malleable Iron Co., Ltd., Guelph

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New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass. ... ...

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Brrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Motor Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Canadian Tank and Pump Co., Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Canadian Metal Products Ltd., Guelph, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Toronto, Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

THE BUYERS' GUIDE

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co.. Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto, Ont.
Hurtubolse, Limited, Montreal, ue.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph. Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings. Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Fergings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa. Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Canada Metal Co., Toronto, Ont.
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
Duro-Aluminum, Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

THE BUYERS' GUIDE

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N. S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa. ....

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Co. Montreal ad Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

THE BUYERS' GUIDE

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayaggamack Pulp and Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Otterville, Ont.
raeuter & Co., Inc., Newark, N. J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.

Martin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

THE BUYERS' GUIDE

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co. Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Grant Chater, Ltd., Toronto, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Canada Metal Co., Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont..
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. B. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Geodron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBE
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Conner & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co. Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED---EXPERIENCED HARDWAREMAN head clerk; must be good salesman and stockkeeper. Good opening for a hustler. Apply stating experience, age, married or single, wages required, also send copies of references; to The Geo. Taylor Hardware Ltd., New Liskeard, Ont.

ESTABLISHED HARDWARE BUSINESS IN best part of New Ontario wants good hardware man to take some stock and manage business. Young man preferred. Must be a hustler. The company has new store. Stockholders are influential. For particulars Apply Box 715 Hardware and Metal.

SITUATIONS WANTED

SITUATION WANTED. HARDWARE CLERK two years retail experience open for position. A1 reference. Box 613, Hardware and Metal.

HARDWARE CLERK, EXPERIENCE AS Clerk and manager desires position in retail or wholesale trade. Open for engagement July 1st. Please state salary. Best of references. Box 720.

HARDWARE MAN WITH TWENTY YEARS retail and wholesale experience wants position. Can start immediately. Box 455 Orillia, Ontario.

SITUATION WANTED BY YOUNG MAN WITH 10 years road experience, 5 years in Ontario calling on hardware dealers, architects and contractors with a builders' specialty, able to read blue prints. Can give first class references. Box 621, Hardware and Metal.

EXPERT INVOICE MAN WANTED, ONE fully posted in hardware and general office work to take entire charge of staff. A good job for the right man. Must have references. Apply Box P, Hardware & Metal, 128 Bleury Street, Montreal.

HARDWARE SALESMAN, MARRIED, DEsires position with progressive firm as head clerk or manager. Have had fifteen years experience, for past eight years as manager of large retail store. Open now for engagement. State salary. Can furnish best of references. Box 811, Hardware & Metal.

FOR SALE

HARDWARE BUSINESS IN ONE OF THE best Eastern towns. Good dairying section. Stock and fixtures about $11,000. Good reason for selling. Box 624, Hardware and Metal.

ONE CLEAT BRACE AND CORNER IRON bender, No. 1, capacity 4" x ⅛" or equivalent. Price $13.00. One circular shear, hand power 6" to 48" price $40.00. One former roller 36" x 2½" price $30.00. All Brown Boggs make and used very very little. Eight thousand tin cans (2-lb. size) soldered tops at ten dollars thousand. Write Canada Felting Co., St. Jacobs, Ont.

FOR SALE: UP-TO-DATE SET OF TINsmith tools and stock, $1200. Will rent shop for $15.00 a month. Box 962, Hardware & Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

WANTED

HARDWARE STORES WANTED, WOULD like to get in touch with parties in towns of three thousand and larger in Western Ontario, wishing to dispose of hardware business. Correspondence confidential. Prefer not to purchase buildings, but to lease on long term. Address J. W. Peart, St. Marys, Ont.

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look through these you may find what you want

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

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Quality Tacks of All Kinds

Representatives:

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Ontario—T. Mortimer & Co., Toronto.
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British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands.....20c per doz. 90c per 100
Three spiral colored bands.....25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

NORWEGIAN SKIS

We can offer first class skiis of ash, hickory or birch, in lots, at favourable prices.

BRODRENE EEN,

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Christiania, Norway.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

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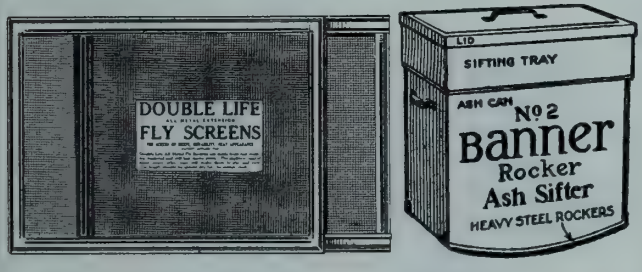

ORDER NOW

THE BURROWES MFG. CO., Toronto

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

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GRANTED 1682.

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James Hutton & Company

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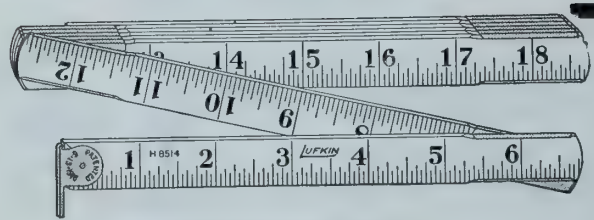
LUFKIN RULES

STEEL



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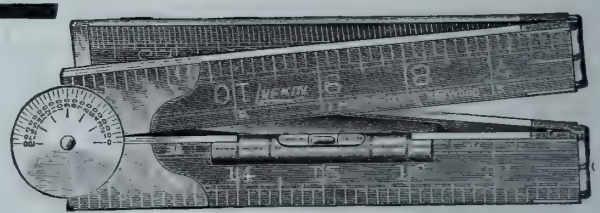

BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,

Noteworthy Improved Features

Insuring Accuracy of Reading, Ease of Use and Saving of Time

APPEAL TO MECHANICS ON SIGHT

Ask your jobber

Made in Canada

Send for catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

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Taylor
Compasses

Our advertising is lining up the outdoor people—Can YOU fit out their kits when they ask for a *Taylor* Compass?

Here is Your Customer

Automobilist	**Fisherman**	**Boy Scout**
Traveler	**Hunter**	**Camper**
Tourist	**Pedestrian**	**Sailor**
Motor Boatman	**Cyclist**	**Woodsman**

Order a Sample Assortment

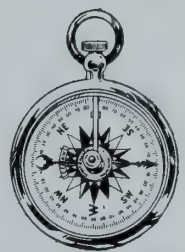
Increase your sales voltage—there's a break in the circuit if you do not stock *Taylor* made Compasses.

The assortment consists of eight compasses as illustrated, fitted in velvet lined, easel back tray 8 in. by 7¼ in., for either show case, counter or window display.

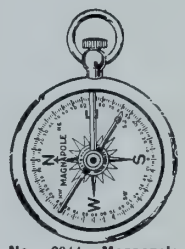
Write for Trade Discounts

Taylor Instrument Companies

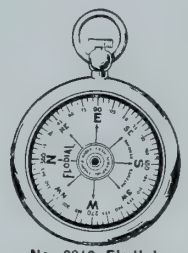
110-112 Church St., Toronto, Ontario



No. 2910 Leedawl
Open case. Has features not found in any other compass at the price.



No. 2911 Magnapole,
Bar needle, white enamel dial, open case.



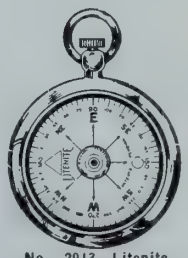
No. 2912 Flodial
Floating aluminum dial, open case.

No. 2914 Gydawl
Same style as Leedawl, but in hunter case.

No. 2915 Aurapole
Same style as Magnapole, but in hunter case

No. 2916 Meradial
Same style as Flodial, but in hunter case.

No. 2917 Ceebynite
Same style as Litenite, but in hunter case.



No. 2913 Litenite
Floating dial, open case. N. and S. points luminous at night.

Five 1-lb. pkgs. of Putty!

Ask a friend to go into your store to-morrow at five different times, and buy and have weighed out for him a pound of putty each time. Have him bring these five one-pound packages to you—and you go out and weigh the whole five. Note the total weight. Result? An order to us for a

Dayton Hardware Scale

It weighs—it counts—it computes

The live merchant has only to see for himself the absolute money savings there are in the Dayton Hardware Scale for him to sell himself one or more of these modern scales, built specially for the hardware trade. It means that the "murderous down weights" are stopped—that your cash drawer gets every cent for every fraction of weight of every article you weigh and sell. Price calculations are also made by the scale, so even "green" clerks can give perfect service.

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How about your Wire?
How about your Rope?
How about your Screws?
How about your White Lead?
How about your Dry Colors?

Your customers don't thank you for overweights. But it is hard, with the ordinary scale, for the clerk to avoid tossing in the extra few nails or ounces of other product, to make the scoop go down, without seeming to be stingy. Yet those last few nails, or ounces of product, must be paid for out of your net profits, Mr. Merchant. Remember this goes on all day long, day after day, month after month. Why not save this money for yourself and family?

The Famous Dayton Hardware Scale, Showing Counting Scoop and Extra Capacity Platform Rack.

Dayton Hardware Scales are sold on attractive monthly payments without interest. Discount for cash. Write to-day for descriptive circular.

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TRADE MARK AND RETAIL SALESMEN'S NUMBER
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 24 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA June 17, 1922

BUFFALO BRAND

You Sell Quality when you Sell
"Buffalo Brand"

English Motor Oil
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Sales Confined to Reliable Retail Merchants Only

THE PRAIRIE CITY OIL COMPANY, LIMITED
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Branches: Saskatoon—Moose Jaw—Medicine Hat—Lethbridge

You Can Sell Many Flashlights and Batteries This Summer

EVERY man, woman and boy who comes into your store to purchase fishing tackle, ammunition, auto tools and other outdoor accessories is a prospect for the sale of an Eveready Flashlight. Keep your Eveready Flashlights prominently displayed, "ask 'em to buy" and you'll be surprised how easily and quickly sales are made. Every flashlight sold means a larger volume of battery renewals—and an ever-increasing profit for you.

Your jobber can supply you with a stock of the fast-selling Eveready Flashlights and Batteries. Order now to get the full benefit of the vacation season.

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Montreal Toronto Winnipeg Vancouver

Eveready Unit Cells are the liveliest, longest-lived flashlight batteries made. You need stock only two sizes to fit all tubular flashlights. Ask for Eveready Unit Cells.

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Eveready flashlights are made in a variety of shapes and sizes, ranging from the vest pocket cigarette case type to the powerful spotlight with the 300-foot range.

You'll make a hit with

SAMSON HAMMERS

The heads are carefully shaped to ensure perfect balance and striking power.

The pitch of the claws gives a fast and powerful draw.

The handles are shaped at the grip so as to give the hand a firm hold; wax finish, special steel wedges prevent the handles from working loose.

Fully Guaranteed

Prices upon application

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H. S. Howland Sons & Co.
LIMITED
TORONTO

HOWLANDS SAMSON QUALITY

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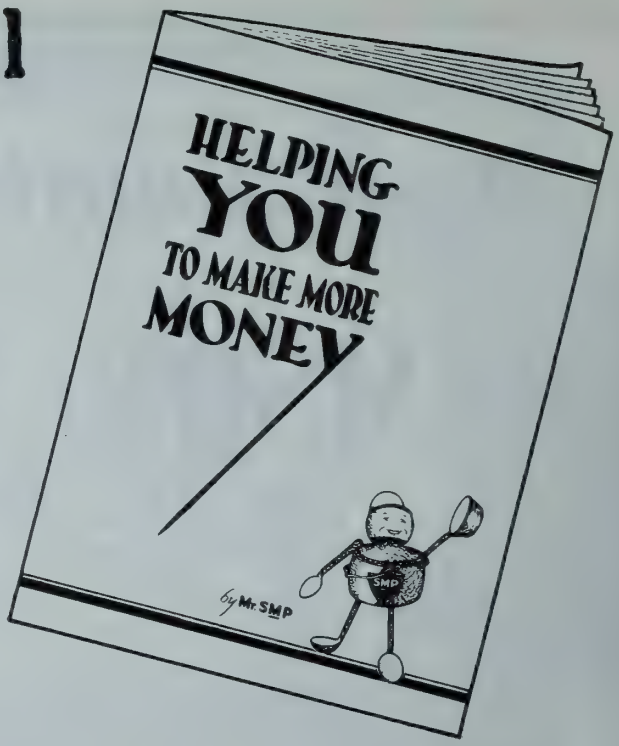
A Free Bookful of Money Making Ideas!



Here it is! The handiest book on selling that has been produced for many a day. It's a regular mine of information for merchants handling Diamond Ware or Pearl Ware. It is a manual of selling points.

Many Successful Selling Secrets

The information contained in its pages was gathered from some of the most successful hardware merchants in Canada. You'll find many of their best selling secrets. There are tips and hints galore on all kinds of subjects. Such as sizing-up different customers, how to cash in on the different season's trade, how to dress windows and the duty of a good display.

Then there are several keyed diagrams of good displays, tips on how to display goods in the interior of your store. A long list of what salesmen should know about SMP wares, a summarized list of selling points, an interesting test, illustrations of our cuts and so on.

Write for it!

We will supply one of these books free of charge to every hardware merchant carrying Diamond Ware or Pearl Ware. Write for it at once or ask our traveler to send one. You will find it highly interesting reading, and very useful if kept close at hand.

The Window Trims are Going Fast

Have you ordered your window trim yet? You have your choice of four trims, two of them Diamond and two Pearl. If you haven't ordered yet do so right away. They are going like hot cakes.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

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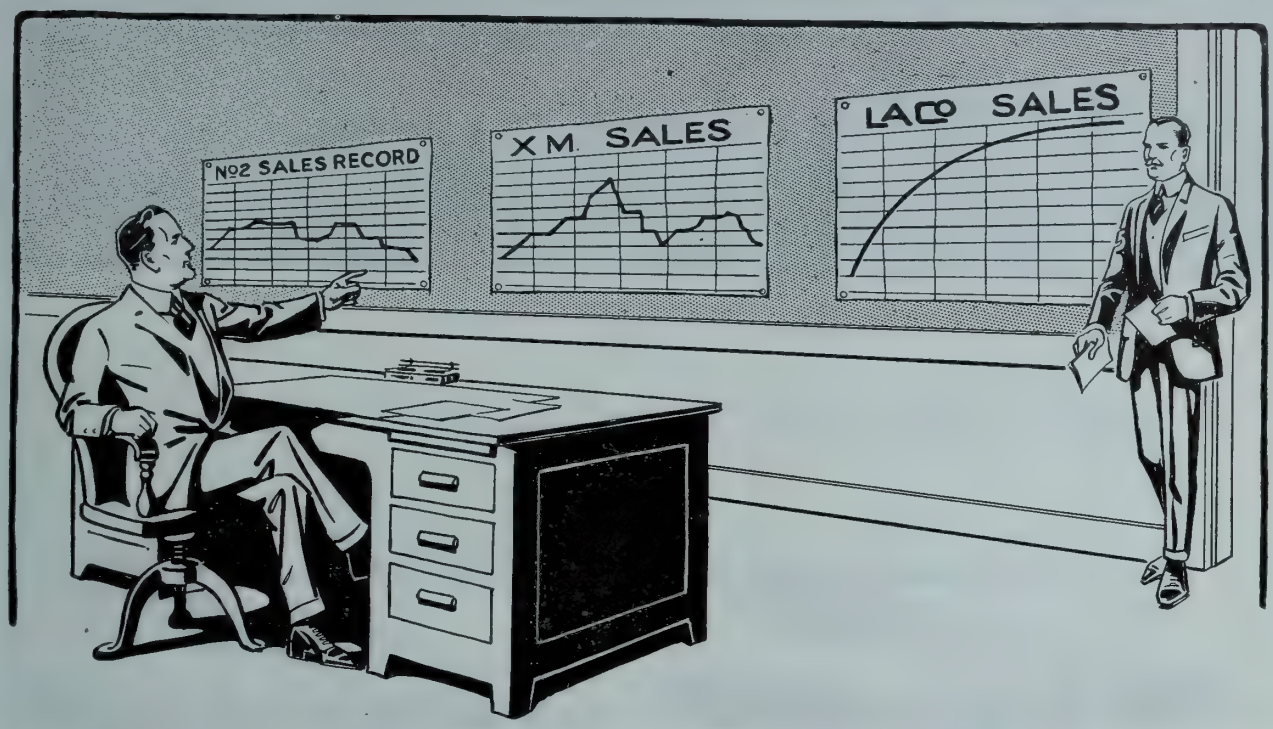
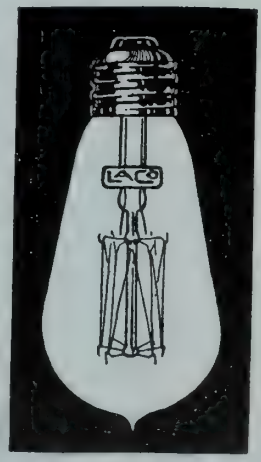


Quality Goods Increase Business

THE STORE that handles Lamps on a **Quality** basis increases its goodwill and adds to its turn-over—for satisfied customers bring more trade and better trade.

You Can Buy Lamps with the same assurance of Quality that you demand in your other goods—

You need **not** be satisfied with lamps that jeopardize your good name by short life, bulb-blackening, or other faults that cause dissatisfied customers and continuous replacement troubles.



LACO LAMPS

Burn a normal life—create satisfied customers —lessen sales expense.

Canadian Laco Lamps, Limited

Montreal Toronto Winnipeg Vancouver

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CANADA FOUNDRIES & FORGINGS LIMITED

FOR three score years and ten the James Smart People at Brockville have produced various lines of Hardware and Tools. The unfailing worth of these products has established their trade mark, which is the Diamond G. The success of their business is attributed to the recognition by both dealer and consumer of this sign as a Hall Mark of Quality.

JAMES SMART PLANT

Brockville, Canada

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I-XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

Makers of High Grade Cutlery Since 1694

No. 2000

PEERLESS

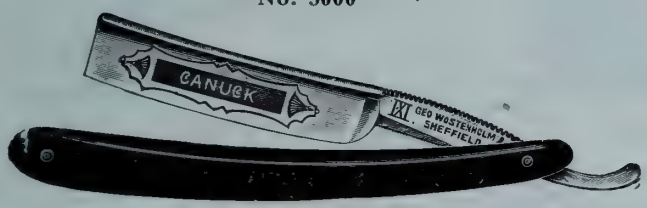
The Peerless is without doubt the finest razor on the market to-day. Covering every requirement of the man who shaves himself, as well as the professional barber.

No. 1000

CONQUEROR

The Conqueror is a high-grade razor, fully concaved blade, with gold etching, double shoulder and gimped tang.

No. 5000



CANUCK

The Canuck is a semi-hollow ground razor designed for the man who is not efficient in stropping.

No. 5001

IMPERIAL

The Imperial is possibly the best value in our assortment, being built for price rather than appearance.

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

Sole Agents for Canada

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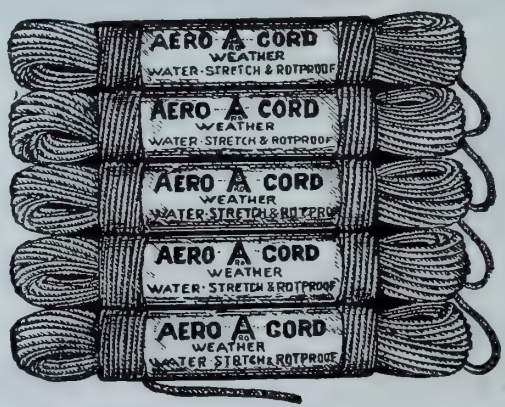
NOW IS THE TIME TO MAKE A CORDAGE DISPLAY

Cash in on the desire at this time for new Clothes Lines, Sash Cord, Tent Rope, Awning Cord, Tiller Rope, Tow Lines, Signal Cord, etc., and Clothes Line Pulleys.

Cash in on the increasing demand for guaranteed Trade Marked Cordage —that means generous repeat orders.

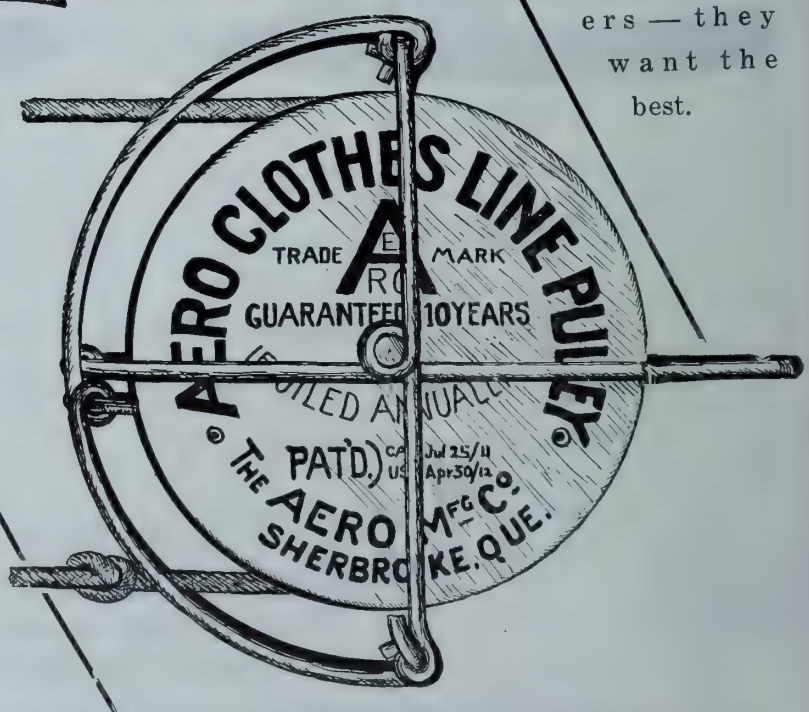


This Trade Mark helps your customers to identify the best Cordage and Pulleys on the market—it acts as a silent salesman for you—it is your guarantee of quality.

Point out the extraordinary qualities of Aero products to your customers—they want the best.

Aero Cord is made by covering a special twisted, fibre core with braided, multiple plies of cotton under high tension.

Aero Cord is weather-proofed—rot and stretch proofed—is really superior to any cordage on the market.



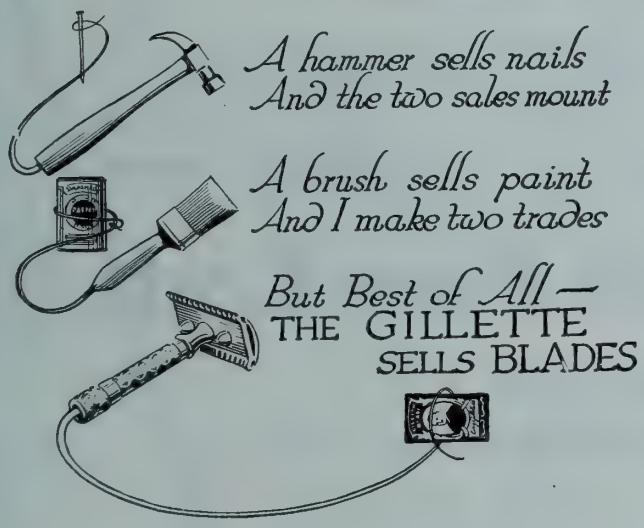
The Aero Mfg. Co., Ltd.
Lennoxville - Quebec

Western Agents:
H. L. Perry Co., Ltd., Winnipeg.

Sales with Tails

Says the Wise Old Owl

The Sales with tails
Are the sales that count



A hammer sells nails
And the two sales mount

A brush sells paint
And I make two trades

But Best of All—
THE GILLETTE
SELLS BLADES

There is most satisfaction and profit for you in selling the Gillette Razor with its "Ready to Shave" blade service.

You sell in the Gillette Razor a life-time of service to every customer.

You make a friend and build up a remunerative trade in the wonderful Gillette blades which do away with all fuss and bother —No honing—No stropping.

These things have made your Shaving Department the best corner in your store and the Gillette Safety Razor the best thing in the corner.

Gillette Safety Razor

Gillette Safety Razor Co. of Canada, Limited
Montreal, Que.

If interested tear out this page and place with letters to be answered

WAYAGAMACK PURE KRAFT

Stands Unrivalled

as a wrapper or cover for

Hardware	Groceries	Liquors
Furniture	Provisions	Canned Goods
Dry Goods	Meats	Bottled Goods

Wayagamack Pure Kraft

which means

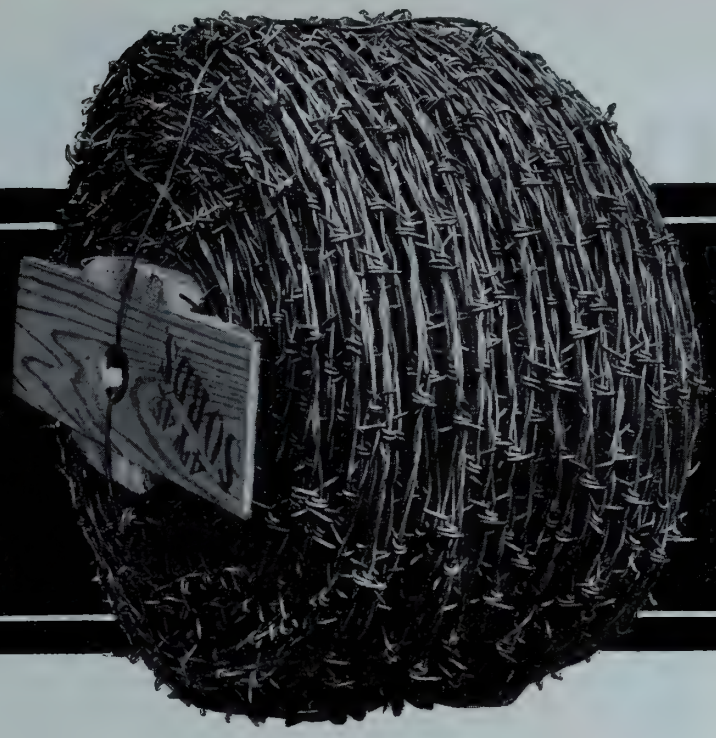
Strength and Security

when converted into bags, envelopes, notion bags, etc., is admittedly the best and cheapest container for

Notions	Coffee	Fruits
Haberdashery	Sugar	Vegetables
Tea	Cereals	Candies

It is stocked in Glazed and Unglazed finish and in Broad-stripe, Finestripe and Plain patterns by all the principal wholesalers from Coast to Coast.

If interested tear out this page and place with letters to be answered



GALVANIZED BARBED WIRE

4X6 Four Point regular Barbed Cattle Fencing wire
4X4 Hog Fencing – 4 point Barbs Thickset
2X5 Two Point Cattle Fencing

PLAIN TWISTED FENCING WIRE

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

COILED SPRING WIRE (Galvanized)

If interested tear out this page and place with letters to be answered

Pipe

O.M.I. Pipe fittings really establish a reputation for you—for you are receiving goods that give real service and that are of good quality. They will always come back for second purchases. Consequently your reputation is being strengthened.

Be sure you stock and sell our Cast and Malleable Iron Goods. Guaranteed to be of High Quality and they will give complete satisfaction.

Our Cast Iron Pipe Fittings are made with iron of high tensile strength—proper proportions and correct tappings.

Our **Malleable Fittings** are made of **Air Furnace Refined Iron** reamed and tapped to gauge with perfect threads.

We have a complete line of both flanged and threaded fittings from ⅛ inch up. Deliveries can be made from stock both standard and extra heavy.

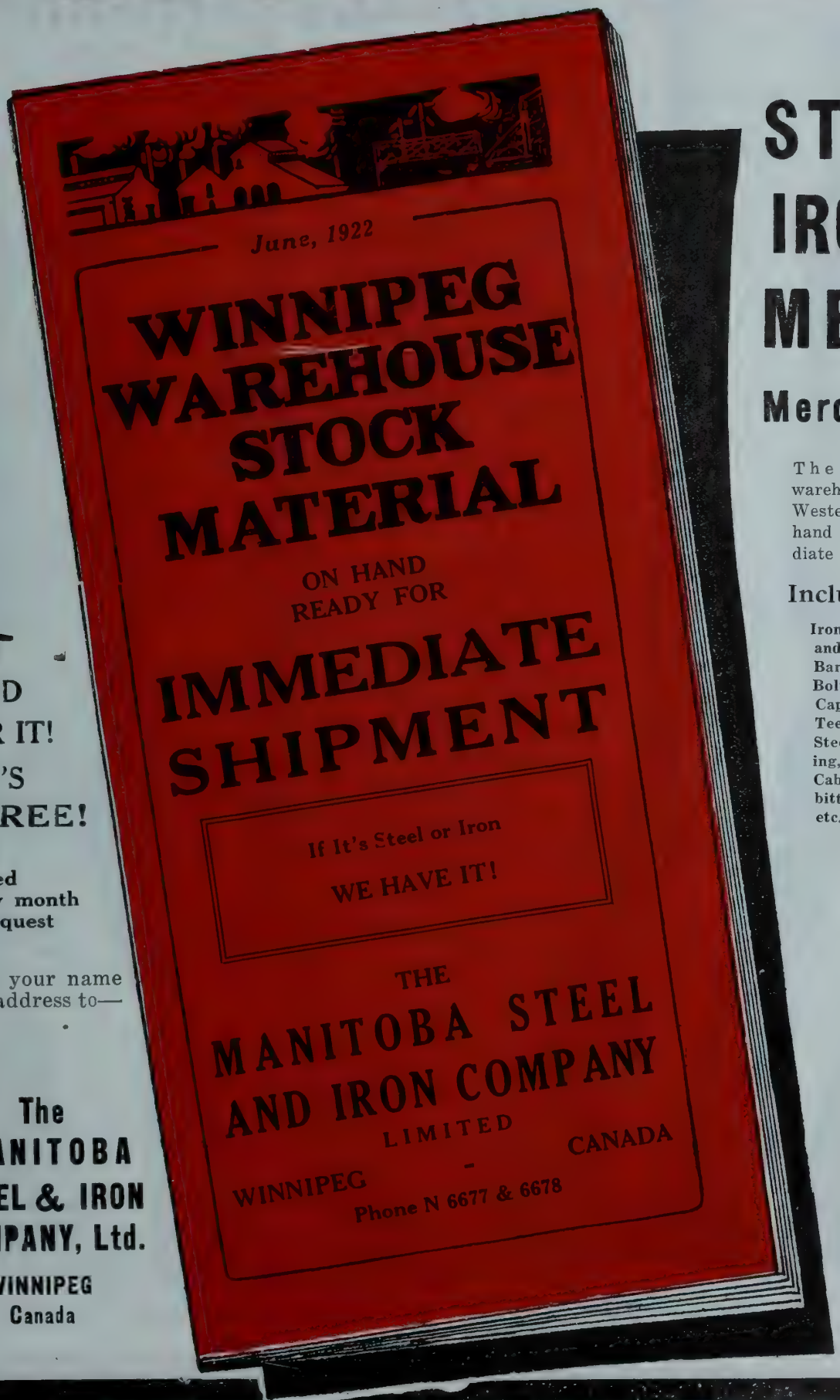
Insist on getting *"the brand that has the quality"* from your jobber.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

FITTINGS

If interested tear out this page and place with letters to be answered



STEEL IRON & METAL

Merchandise

The only complete warehouse stock in Western Canada on hand ready for immediate shipment.

Including:

Iron and Mild Steel and Reinforcing Bars, Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Tees, Rails, Tool Steel, Sheets, Shafting, Pump Rods, Wire Cable, Solders, Babbitt Metals, Pig Lead, etc.

Railway, Marine and Mining Supplies.

SEND FOR IT!
—IT'S FREE!

Mailed every month on request

Send your name and address to—

The MANITOBA STEEL & IRON COMPANY, Ltd.
WINNIPEG
Canada

If interested tear out this page and place with letters to be answered

Marlin Repeaters

Put New Life into the Gun Business

Because of our advertising and sales campaign your customers will soon be asking you about *Marlin* guns. How will you answer?

Have you realized that *Marlin* guns are the finest repeating firearms in the world?

You sell .22 caliber rifles! Therefore you know that your customers will appreciate these features of superiority in all *Marlin* .22 caliber repeaters:

Side-Ejection—we discarded all old style top-ejecting guns 30 years ago.

Standard 24-inch barrels—we make no guns with stubby, sawed-off barrels.

Standard length buttstocks—no short length, cheap-looking buttstocks on any Marlin guns.

Ivory Bead Sights are standard equipment!—they cost extra on any other make.

Ballard Rifling—that has made *Marlin* accuracy famous.

All *Marlin* .22 Repeaters use in the same rifle .22 Short, .22 Long and .22 Long-Rifle cartridges.

Model No. 20—a modern side-ejecting gun—not an old style, top-ejector. Has the fast-handling slide action, with visible hammer, for the shooters who prefer a visible hammer rifle, and has a full magazine that gives 25 shots at one loading. Standard length barrel and buttstock. Has Marlin accuracy and Ivory Bead sight—yet retails at a reasonable price.

Model No. 38—is the wonderful new slide action *Marlin* repeater; hammerless, with instantaneous take-down—the cleanest and sweetest little rifle ever made. Has *Marlin* accuracy and Ivory Bead sight. Made with Round and Octagon barrel. Retails at reasonable prices.

Model No. 39—made with lever action, is the choice of expert and professional shooters and all others who like to use the lever action in a small game and target rifle as well as in their big game rifles. Side ejection, *Marlin* accuracy, Ivory Bead sight—the best made .22 rifle in the world! Retails at a reasonable price.

This advertisement tells only part of the story. To get it all send for our new trade price-list and latest *Marlin* illustrated catalog—get your name on our list—and write your jobber to ship you a few of the standard *Marlin* Models.

The Marlin Firearms Corporation

New Haven, Conn.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.,
Montreal, Quebec.

Marlin Prices

Bring Customers to Your Store

We are telling millions of shooters through our advertisements, catalogs, etc., of the superiority of *Marlin* guns. They will know that we make the best guns in the world; they will know that our guns are sold by live dealers at prices they are glad to pay. Are you prepared to handle these orders?

Have you received our new price-list with lower prices?

Marlin Repeating Shotguns have every up-to-date feature. They have exclusive advantages not found in other guns. **They are sold at prices that make sales for you.**

Model No. 28, 12 Gauge Hammerless—the gun that won the World's Championship at the Olympic Games. The safest breech-loading shotgun ever built. **Solid Steel Breech**—not a wooden breech; solid top, side ejection; **barrel matted on top entire length**—a feature that costs $9.00 extra on other makes; **press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; the most practical and convenient **take-down;** quick acting **trigger safety.** This *Marlin* has better lines and more style than any other similar construction, and is a wonderful gun for ducks, geese, foxes, trap-shooting and all long-range shooting. Retails at a reasonable price.

Model No. 31, 20 Gauge Hammerless—The only real 20 Gauge repeater—Handles the new powerful duck loads in 2¾-inch shells; also all ordinary 2½-inch loads. **Barrel matted on top entire length**—this desirable feature costs extra on other makes. **Solid Steel Breech**—not a shell of wood; **solid top; side ejection; press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; **quick take-down feature** for convenient cleaning and packing; quick acting trigger safety. There's no other "20" like this gun. Retails at a reasonable price.

Model No. 42, 12 Gauge Visible Hammer—A quick-handling, hard-hitting, long-range gun—it makes kills far beyond the range of the average 12 gauge gun. **Solid top receiver;** closed-in breech-bolt that sheds all the rain, snow and sleet of good wildfowling weather; **side ejection**—ejected shells do not cross line of sight; **double extractors; improved automatic safety device** that guards against hang-fires and defective cartridges; **chambered to handle 2¾ and 2⅝-inch shells; compensating device**—barrel always fits up tight on receiver. Has **Matted barrel**—the matted barrel alone costs $9.00 extra on other guns. Retails at a reasonable price.

This advertisement tells only part of the story. To get it all send for our new trade price-list and latest *Marlin* illustrated catalog—get your name on our list—and write your jobber to ship you a few of the standard *Marlin* Models.

The Marlin Firearms Corporation

New Haven, Conn.

If interested tear out this page and place with letters to be answered

When he says:

"I've got a flat one"

Hand him the

VULKAPATCH or SEALTITE

Tire Patching Kits

Show him how easily and quickly the tube can be mended with no other tools but the hands. He will be interested, too, in learning that no long wait is necessary for the success of the repairs to the tube. Explain that the tube can be used immediately and the patch will nevertheless hold tenaciously. Convince him that these effective, reliable patches will do everything possible to prolong the life and get the most out of his old tube.

Then tell him to remember when the tube really goes that you sell

"Gutta Percha" Tubes

"G.P." success is founded on satisfaction to the user. That's why business increased even in a year like last year. "G.P." tires have real merit. Advertising and agreeable experience with the tires in use made their merits widely known to many people. That's why motorists bought more and will buy still more "G.P." tires from you this year.

Gutta Percha & Rubber Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

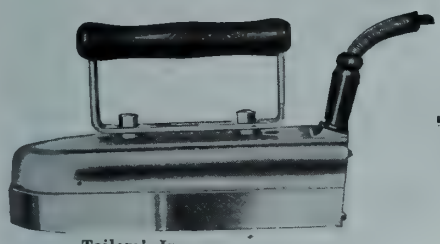
TRADE MARK GP BRAND

If interested tear out this page and place with letters to be answered

Toaster Stove

One Burner Hot Plate

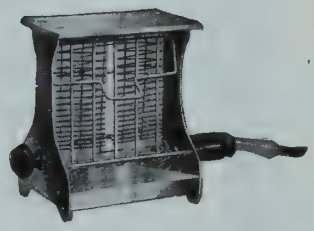
Two Burner Hot Plate



Tailors' Iron

National
ELECTRIC

The Trade Mark of Quality in Electrical Goods

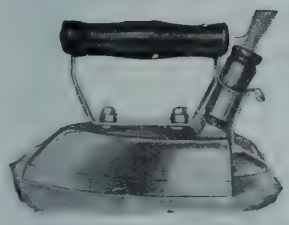


Upright Toaster

Every one of these articles bears this stamp of merit and it is your customers' guarantee that they will give the utmost in satisfaction.

Summer is the electrical season and you can greatly increase your summer trade by stocking and pushing the complete **National** line.

You will find our goods unexcelled and our prices right. Write for catalogue and suggestions on how to get the most out of your electrical business this year.



Model B 6 lb. Iron

F05 Range

THE NATIONAL ELECTRIC HEATING CO., LIMITED

Toronto, Canada

Room 507 New Birks Bldg. Montreal, Que.
52-56 Albert St. Winnipeg, Man.
1001 Standard Bank Bldg. Vancouver, B.C.

C6 Range

A4 Range

If interested tear out this page and place with letters to be answered

DUNLOP
CORD TIRES FABRIC

¶ "There's something in the Quality of Dunlop Tires that's missing from other tires. Don't know what it is, but when I make that quick stop I know instantly I have Dunlop Tires on!"

¶ One motorist thus spoke for himself. He really was speaking for thousands of car owners.

¶ Live Rubber and best Egyptian Cotton go into Dunlop Cords and Fabrics. No shoddy; no skimping. The day of the short-mileage tire is gone; the day of the high-mileage tire is here; and when "tire-mileage" is up for discussion now, you find the word "remarkable" generally precedes a reference to DUNLOP.

DUNLOP CORD TIRES DELIVER THE MOST MILEAGE—ARE SAFEST TO USE

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICE AND FACTORIES: TORONTO

Branches in the Leading Cities.

A.160

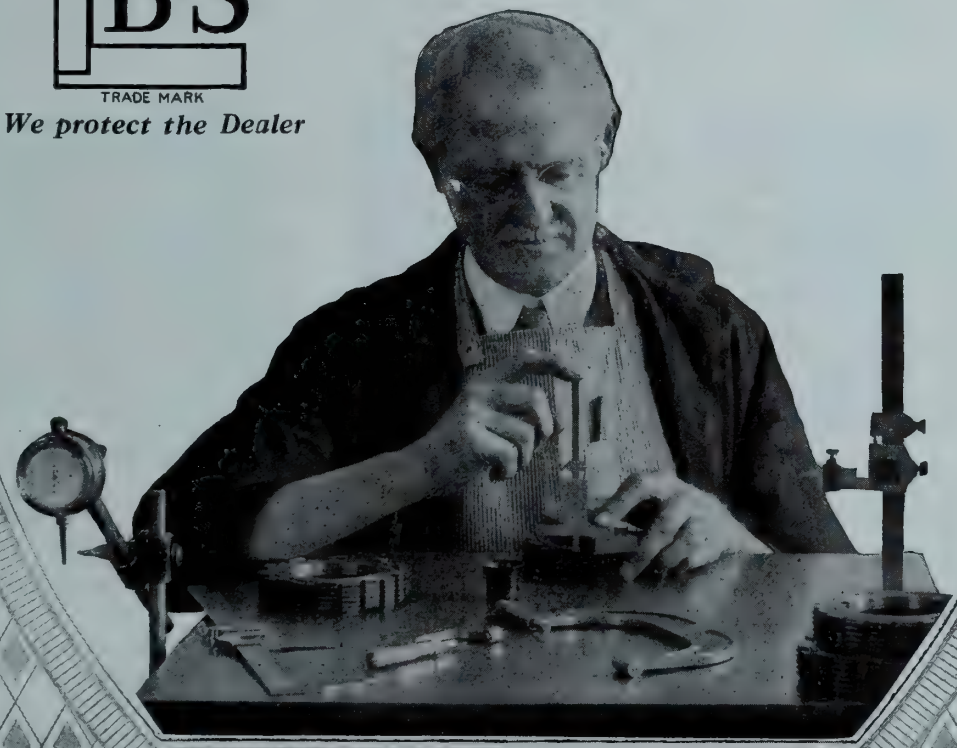
BROWN & SHARPE MACHINISTS' TOOLS

Their superiority is known by mechanics the world over—that's why they mean prestige, profit and satisfied customers to the dealer.

THE inspector is a particular man—he has to be. That's why he uses Brown & Sharpe Tools. Their accuracy, fine design and general superiority make them his first choice. And the satisfactory service returned by Brown & Sharpe Tools establishes for the dealer a permanent customer, not only for tools, but for other goods as well.

B·S
TRADE MARK

We protect the Dealer



BROWN & SHARPE MFG. CO.
PROVIDENCE, R.I., U.S.A.

If interested tear out this page and place with letters to be answered

ADVERTISING

By DR. FRANK CRANE

(*Copyright by Frank Crane*)

ADVERTISING is the greatest business in the world. That is not because it enables business people to sell more goods, not because it is a way to make great profits. Nothing can be really great for any purely dollars-and-cents reason.

It is because, in advertising, business becomes vocal. When, in the course of evolution, the animal acquired speech and became able to utter himself, he had made the longest stride in development. He had stepped from brute to man.

The human soul dates back to the first word. "In the beginning was the Word."

Advertisement is the utterance of human energy. Craftsmanship is good, and industry, and organization, and business ability; but they are dumb giants until they find speech—dumb and dangerous.

Business, including manufacturing, farming, transportation, and selling, is to the new world what fighting was to the old. The old world organized only to kill, and its genius was displayed by great generals. Its heroes were the mighty killers. To them it set up its statues.

The new world, typified by, led by America, is organized to serve, to make human life richer, deeper, stronger, more complex and heterogeneous.

And business is simply service. Business comes to itself, attains maturity and full self-expression only through advertising.

Advertising is the breath of life breathed into the nostrils of business, by which it becomes a living soul.

Thus advertising not only enlarges business; it radically changes the nature of business.

By it business passes from bureaucracy and autocracy into democracy. It takes the whole people into its growth. It enters the veins of the commonwealth. It becomes a function of communal life.

Without advertising comes decay and death.

Nations need advertising. If they would advertise they would prevent war. War is the self-expression of dumb brute force. *Advertising is the self-expression of intelligent strength that knows how to speak.*

It is the something plus in advertising that is significant. It is this something plus that makes advertising to business what art is to handiwork, what music is to feeling, what language is to the soul.

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in its editorial and advertising service

Advertising and Selling
American Architect and Architectural Review
American Blacksmith, Auto and Tractor Shop
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries

Bakers Helper
Bakers Weekly
Boiler Maker (The)
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy

Canadian Grocer
Canadian Machinery & Manufacturing News
Canadian Railway and Marine World
Candy and Ice Cream
Chemical and Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton

Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter

Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review and Industrial Engineer
Electrical World
Embalmers' Monthly
Engineering and Contracting
Engineering and Mining Journal Press
Engineering News-Record

Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal

Garment Weekly (The)
Gas Age Record
Good Furniture Magazine
Grand Rapids Furniture Record

Haberdasher (The)
Hardware Age
Hardware and Metal
Heating and Ventilating Magazine
Hide and Leather
Hospital Management
Hotel Monthly
Hotel Review

Illustrated Milliner
Implement and Tractor Age
Implement and Tractor Trade Journal
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review

Lumber
Lumber Trade Journal
Lumber World Review

Manufacturers' Record
Manufacturing Jeweler
Marine Engineering and Shipping Age
Marine Review
Millinery Trade Review
Mill Supplies
Modern Hospital (The)
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World

National Builder
National Cleaner & Dyer
National Laundry Journal
National Lumber Merchant
National Petroleum News
Nautical Gazette
Northwest Commercial Bulletin
Northwestern Druggist

Oil News
Oil Trade Journal

Power
Power Boating
Power Farming Dealer
Power Plant Engineering
Price Current—Grain Reporter
Printers' Ink
Purchasing Agent

Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rock Products
Rubber Age

Sanitary and Heating Engineering
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal

Tea and Coffee Trade Journal
Textile World

Welding Engineer
Wood-Worker (The)

THE ASSOCIATED BUSINESS PAPERS, INCORPORATED

HEADQUARTERS - - - 220 WEST 42nd STREET - - - NEW YORK

If interested tear out this page and place with letters to be answered

Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

"DURO"

Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

ALUMINUM WARE

New "Duro" Items

Now Ready for Shipment

NO. 75 PERCOLATOR
6 Cup, Straight Pattern, Welded Spout, Ebonized Removable Handle

Leading Jobbers handle "DURO."

—

"DURO" is setting the pace in the Quality Race.

NO. 230 TEA POT
Straight Pattern, 3 Pt. Welded Spout, Ebonized Removable Handle

Made in Canada by DURO ALUMINUM, LIMITED, Hamilton, Ontario

Representatives:

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton, Ont.
L. T. Walls Sales Ltd., Winnipeg, Man.
Armstrong & Patterson, St. John, N.B.
J. Preston, 284 Beaver Hall Hill, Montreal, Quebec.

Better Business Is Comin

Be Wise In Time

LIGHTNING GEM BLIZZARD

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

If interested tear out this page and place with letters to be answered

OUR NEW OFFER
on Our New Brace Display

IN the last few months this beautiful business-getting brace display has been holding the center of the stage in the windows of hundreds of Millers Falls dealers.

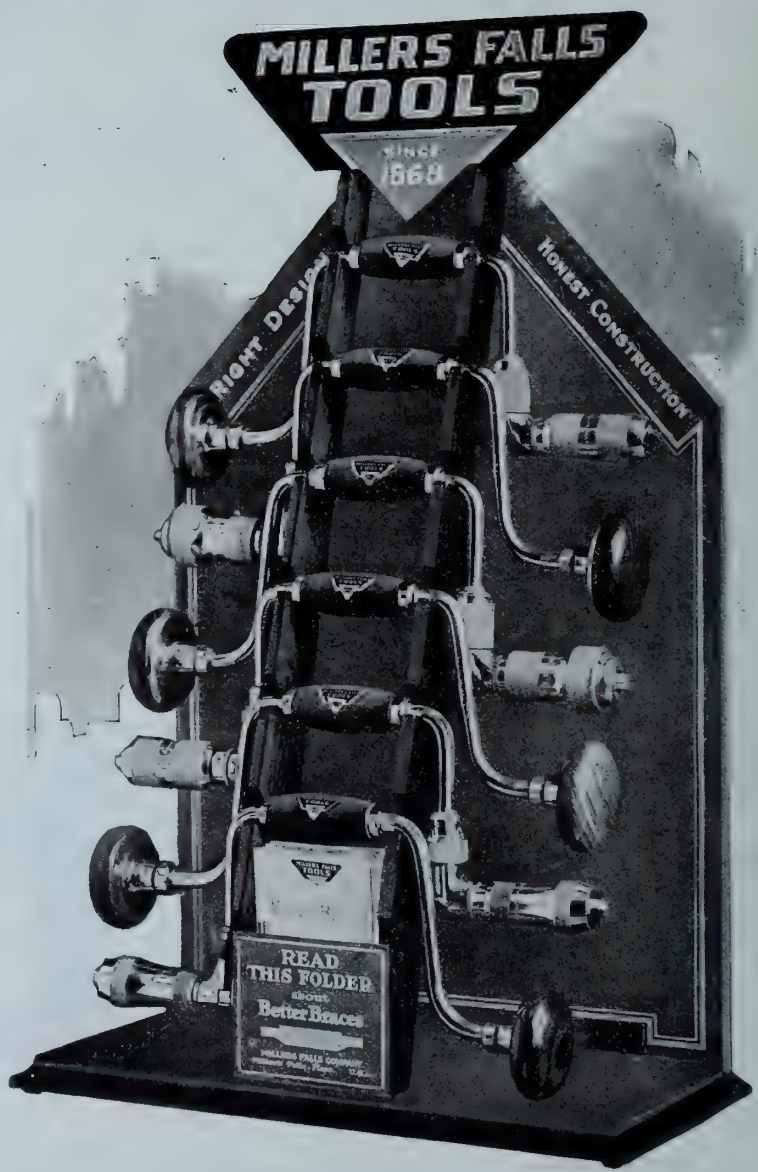
We want to make this display of still greater help to our dealers, and to make this possible, we have decided to reduce the size of the order from 1½ to 1 dozen.

From now on, this Millers Falls brace display will be sent free to each customer ordering one dozen braces in the following numbers and quantities:

Numbers	Quantity
772	2
8132	2
732	2
32	2
322	2
422	2

The display stands 32 inches high, is 18 inches wide, and has a tin container which holds about 50 folders. With every order for the display and braces, we include a liberal quantity of folders, with our dealer's name imprinted thereon.

From all parts of the country we have been receiving enthusiastic reports on how this brace display is helping to speed up sales and increase the turnover of Millers Falls braces. Under our new offer, let it go to work for *you* on *your* counter and in *your* windows.



MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

MILLERS FALLS TOOLS
SINCE 1868

Canadian Sales Agent,
Mr. F. J. MACDONELL,
Hamilton, Ontario

If interested tear out this page and place with letters to be answered

No. 7

CRANE

RENEWABLE DISC GLOBE & ANGLE VALVES

UNION BONNET

For use in Plants where continuous service is required and where discs must be changed quickly without injury to the valve.

Made in Sizes $\frac{1}{4}$ to 3 inch.

FOR STEAM WORKING PRESSURE UP TO 150 LBS.

Steam Working Pressure Cast on Valve. Body, Bonnet, Stem, Disc Holder and Gland made of Brass. Wheel, Stuffing Box Nut and Union Bonnet Ring, made of Malleable Iron, which is Stronger, Stiffer and Tougher than any Brass, an essential Feature when considering the rough treatment these parts receive.

Manufacturers of Valves, Fittings and Piping Equipment for all Pressures and Purposes Distributors of Heating and Plumbing Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST. JOHN, QUEBEC, SHERBROOKE, EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

No. 7

2

If interested tear out this page and place with letters to be answered

Where YOU should use "Armco" Ingot Iron

We are not so foolish as to say you should always use "Armco" Ingot Iron.

There may be occasions when you should use copper—when your customers should pay the price for copper.

There may be—but this is so doubtful we don't like even to suggest it—there may be times when you should use an inferior, cheaper metal than "Armco" Ingot Iron. This could only be on work that was temporary, that was made for a few months' service.

The big bulk of your sheet-metal work is made to last as long as it can, in defiance of weather and other conditions it has to face.

For this work you should *always* use "Armco" Ingot Iron. Every gutter, leader, downspout, cornice—all roofings and sidings, pipes and ducts for heating and ventilating—these should be made with "Armco" Ingot Iron.

"Armco" Ingot Iron is rust-resisting. It is commercially pure iron. The "texture" is smooth and even. When galvanized, the coating and the base metal become as one, with no tendency of the galvanizing to crack and split and peel where the stresses come.

"Armco" Ingot Iron is soft enough to work into form easily and quickly—strong and tough enough to bear the strain of working.

"Armco" Ingot Iron is well known. It bears a trade mark honored in industry, commerce and business—in homes, in factories, and on farms. Whatever prestige the name "Armco" has won in building our business, it will lend to you to build yours.

Use "Armco" Ingot Iron wherever you want long life, good service, and the satisfaction of your customers.

THE AMERICAN ROLLING MILL COMPANY
Middletown, Ohio

ARMCO
TRADE MARK
INGOT IRON
Resists Rust

If interested tear out this page and place with letters to be answered

Preserving Time
Is Coming--
Stock and Sell

McClary's

Enameled Cooking Utensils

You can do more business when you handle goods with a nationally known name.

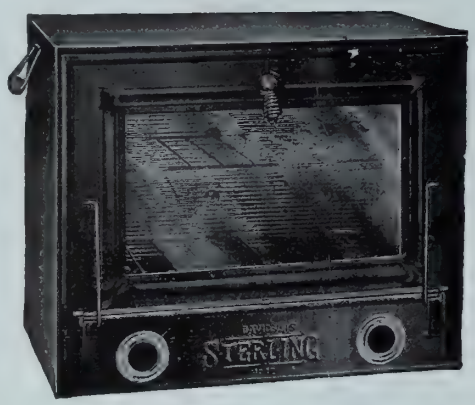
You can command and retain a wider clientele by selling goods that give continual satisfaction.

You can increase your present business by catering to the preserving season demand.

Preserving Time
Is Coming--
Stock and Sell

McClary's

Enameled Cooking Utensils



"STERLING"
Oil Stove Ovens

A THOROUGHLY reliable oven, and, on account of the Davidson quality, always a ready seller. This "Sterling" line is made of heavy gauge blued steel, strong and durable. For two burners and is protected by a heavy asbestos lining, which also prevents waste heat. Japanned with a rust-proof combination which adds to the life of the oven. Cold handles at sides. Drop door has a heavy glass panel—also a knob which locks in three places. Illustration shows oven closed and open.

These ovens are also made for 1 burner.

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Established 1860

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Branches: Toronto Winnipeg Calgary Vancouver

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MADE IN CANADA

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WILLIAMS' SUPERIOR

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Over 40 Standard Patterns in 1000 sizes

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for long life

Men who know factory costs appreciate the extra service Black Diamond Files give. Fine quality steel—correctly tempered—give them their long lived efficiency.

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Owned and Operated by
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The Only
ALL-SPRING STEEL BUMPERS

LYON *Resilient* BUMPERS

The LYON RESILIENT BUMPER
—is entirely made of the finest grade of spring steel, oil tempered and heat treated.

The LYON RESILIENT BUMPER
—has two thicknesses of spring steel at the centre; where it is most needed.

The LYON RESILIENT BUMPER
—has looped ends—to give the positive and unfailing spring rebound that wards off damage to car and occupants, regardless of the direction of the impact.

The LYON RESILIENT BUMPER
—has no weak joints or complicated parts to work loose and rattle.

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The LYON RESILIENT BUMPER
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Manufactured by
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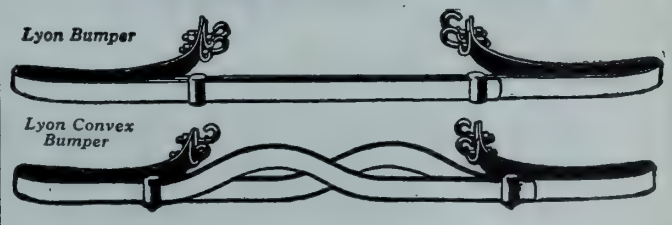

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We are helping you to sell more of our files by advertising that impresses on the file users the importance of replacing a file as soon as it gets the least bit dull.

This important point is kept prominently to the fore in our advertisements in consumer periodicals.

Reputation as the standard files, and consistent advertising, are continually increasing the demand for our five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

PORT HOPE
ONT.

OUR WORK SURVIVES

TRADE MARK

After 70 Years

Yes, after seventy years in business we can truthfully say that we have lived up to the spirit of the trade mark motto of our house—to build long life and endurance into REED products.

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Do you carry these profit-making **REED** Specialties,

"Super-Service" Ash and Garbage Cans

"Fire-tite" Oily Waste Cans

"Standard Rotable" Ventilators

"Reeds Patent" Roofing Cements—Plastic and Liquid

They will build up a steady trade for you—will create satisfied, enthusiastic customers—and give you a good margin of profit.

Write for 1922 prices.

Geo. W. Reed & Co. Limited
MONTREAL

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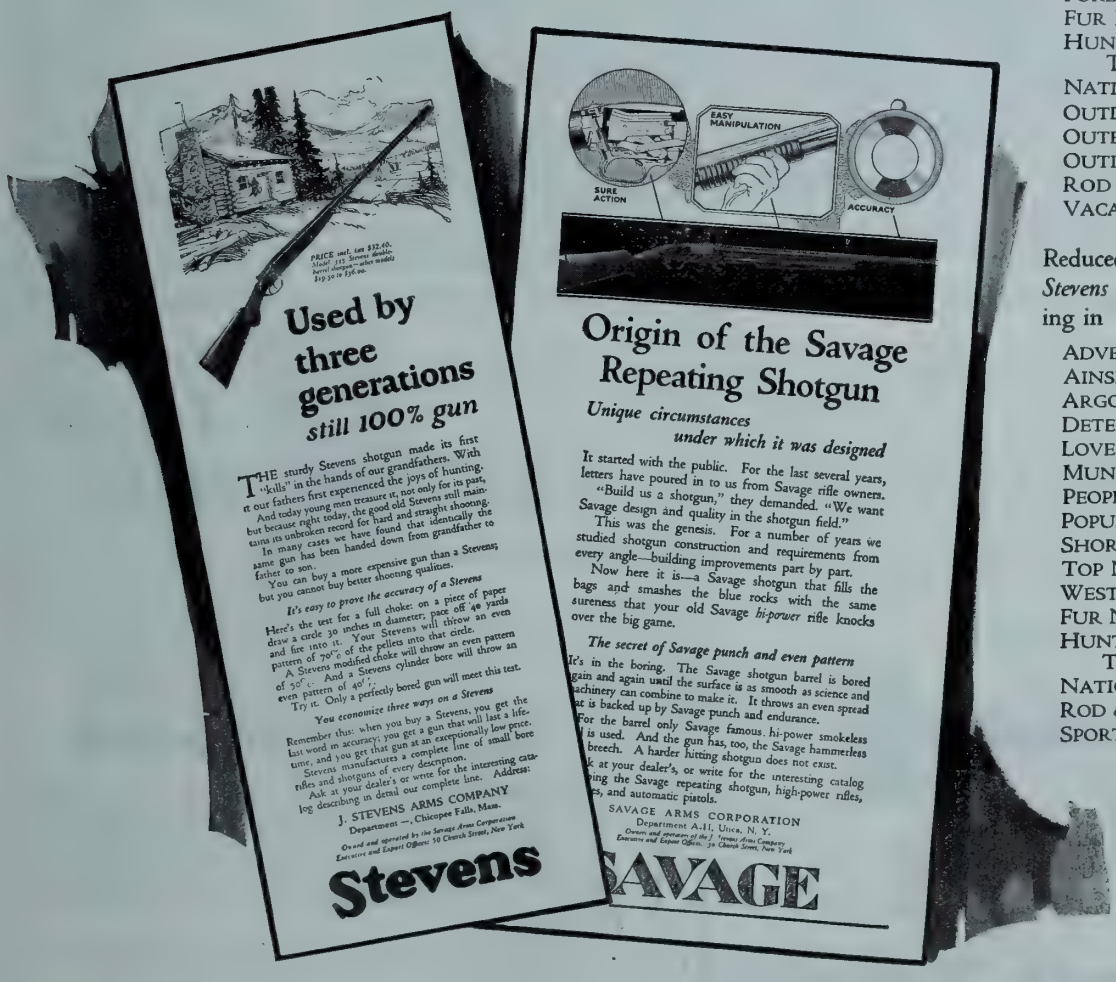
Selling shotguns all the year around

Be sure that you get your share of the trade from our advertising drive on Savage and Stevens shotguns.

Two complete advertising campaigns are driving home the facts about Savage and Stevens shotguns.



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- FUR NEWS
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- NATIONAL SPORTSMAN
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- SPORTS AFIELD

SAVAGE-STEVENS

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Sell Starrett Steel Rules

Every machinist knows what it means to try to measure small recesses with an ordinary rule. That's why we brought out this Starrett No. 423 Tempered Steel Rule with Holder. It makes it easy to take accurate measurements anywhere.

Tools that make the machinist's work easy are easiest to sell. More than 2,100 tools of this character are described and illustrated in the Starrett Catalog No. 22 "MA" and special Supplement of New Tools. Write for free copies.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
Athol, Mass.

Starrett Tools

42-339

Another New Seasonable "WELLWORTH" Line

Straight-sided

Aluminum Preserving Kettles

— With Covers —

This style is sometimes preferred to the regular rounded bottom kettles. The wider bottom presents a larger heating area, and the contents cook more quickly.

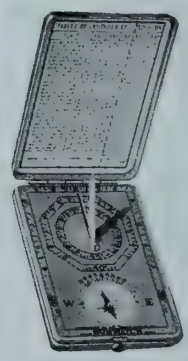
Pressed from 99% pure aluminum and highly polished.

Equipped with the Wellworth Notched Ears insuring a Cool Handle.

Sizes	708	710	712
Quarts, wine measure	8	10	12
Diameter, inches	10½	11	11
Depth, inches	7	7½	8¾

WENTWORTH MANUFACTURING CO.
HAMILTON, CANADA

Compass and Sun - Dial



Retail Price $1.50

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

DEPT. 3
Yonge & Wellington Sts., Toronto, Ont.

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ABRAZO

A SMASHING SUCCESS!

In less than a year Abrazo has leaped to the front! Giving the **biggest money's worth** in quantity and quality this modern aluminum cleanser has become a swift seller and a sure repeater in progressive stores everywhere.

Feature This Strong Seller!

Abrazo consists of **six handy rolls** of softly-wooled AMERICAN Steel Wool and a cake of Aluminum Soap. Beats everything for cleaning and polishing Aluminum and other cooking ware. Does the most, costs the least!
We'll back you up with eye-catching window display matter, counter cards, circulars and electros. Write for samples.

Order Abrazo from Your Jobber

AMERICAN
STEEL WOOL
MFG. CO., Inc.
9-11-13
Desbrosses Street
New York, N.Y.
U.S.A.

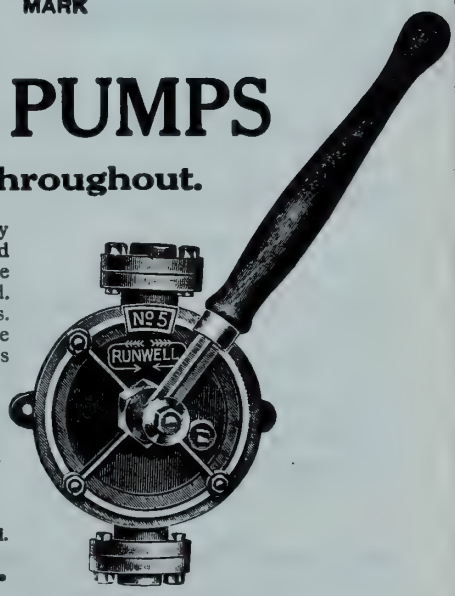
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



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Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
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ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
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Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

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metal is essential for the production of the best products in

ALUMINIUM

We have it in stock in sheet, ingot, etc.

Please note our new Address

The British Aluminium Company, Limited

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This new book on the "Use of Hack Saws" not only gives valuable information to users, but is also a Standard text book for every hardware or supply man who sells hack saws.
Gives you a knowledge that will help you sell more saws and get better results for the customers you are now selling.

Book free on request. Write for Booklet D.
Star Hack Saws are now sold by

CLEMSON BROTHERS, Inc., Middletown, N.Y.
Makers since 1883

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
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Your Responsibility to Your Customer

You want every sale to your customer to be so satisfactory that your customer will come back to your store and if you sell him a Cleveland Grindstone when he asks for grindstones you can be sure that you have fully discharged this responsibility.

For Cleveland Grindstones have given to thousands of users this complete satisfaction—until now nearly every hardware dealer handles Cleveland Grindstones.

Prominent in the Cleveland line is the Harvest King, pictured above. Substantial, sturdy, and will last a lifetime. Your jobber carries the Harvest King and others of the Cleveland line in stock ready to ship.

The Cleveland Stone Company
814 Union Building, Cleveland, Ohio.

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BETTER KITCHEN WARE
For Your Customers

Means bigger business for you. They are sturdily constructed, retinned to give lasting satisfaction—and bring in repeat orders.

Your customers want the best —give them MACDONALDS —they will be well pleased.

Better write for our catalogue

Macdonalds Wire Goods Co. Reg'd
DRUMMONDVILLE, QUE.

COMBINATION NO. 318-G

Avoid Confusion

and add to the appearance of your store by including this very attractive and serviceable combination cabinet among your equipment.

Its ample assortment of drawers in such neat compact form have made it very popular with the hardware and automobile accessory trade, for a very large stock of goods can be carried in it without any confusion or congestion.

It is another of the many suitable types of Cameron fixtures. The shelving behind the sliding doors is adjustable. The upper section contains, in all 142 boxes of various sizes, 12″ in depth.

Let us solve your store equipment problems.

Our latest Catalogue sent on request

CAMERON & COMPANY
74 LOGAN AVENUE
TORONTO, ONT.

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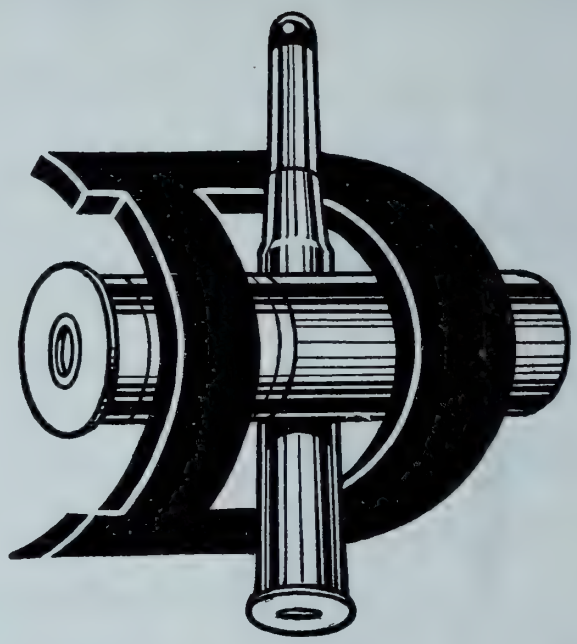

The Big "D" Trademark Backed by a World's Record

This is the trademark that stands for genuine dependability in both Shot Shells and Metallic Cartridges.

Your customers know that this mark is backed by scores of records, at the traps and on the range. They know that it stands for everything that the shooter demands in ammunition.

They know this mark is backed by the new world's record of Inspector T. V. Sandys Wunsch of the Royal Canadian Mounted Police, who made 198 out of a possible 200 with a .45 calibre service revolver. Inspector Sandys Wunsch and

Dominion .45 Cartridges lead All Records by 7 Points

Be sure your entire ammunition stock is branded with the big "D" trademark that stands for Dependable Ammunition. It means sales.

DOMINION CARTRIDGE CO., LIMITED

Owned and Operated by

CANADIAN EXPLOSIVES, LIMITED

Halifax, Montreal, Toronto, Sudbury, Winnipeg, Vancouver

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV JUNE 17, 1922 No. 24

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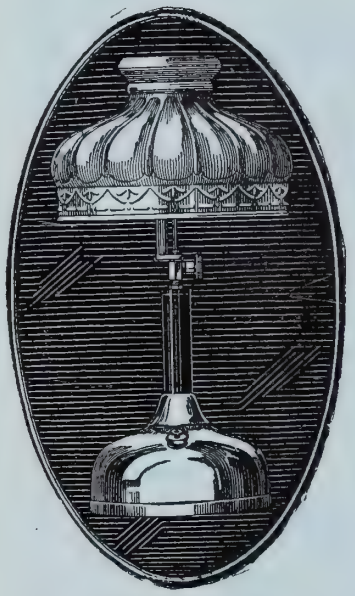
For Any Job
Any Where
Any Night!

Users everywhere are boosters for Quick-Lite Lamps and Lanterns. Dealers, too, are enthusiastic in endorsing these modern lights.

Coleman Quick-Lite
Lamps and Lanterns



Style L Q 329

MADE IN CANADA!

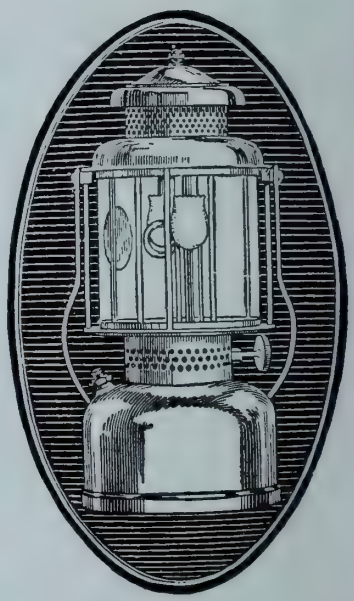
300 candle power of pure-white brilliance. More light than 20 old style oil lamps or lanterns—no glare or flicker.

No wicks to trim; no chimneys to wash. Can't spill fuel or explode, even if tipped over—always safe.

Made of brass, triple nickeled and polished —attractive and clean.

Light with matches—no torch needed.

Coleman Quick-Lite Lamps and Lanterns are easy to sell—and they sell other merchandise, too. Light a Quick-Lite! Place it on your counter! It will flood your store and displays with its wonderful radiance and enhance the appearance of your goods.



Style L Q 327

Order From Your Jobber

Quick shipments and prompt deliveries if you order from your jobber. Write for catalog and latest prices. Address

THE COLEMAN LAMP CO., LTD.

Dept. T-3

Toronto - Canada

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JUNE 17, 1922. No. 24

Receipt Tax Would Increase Expense

New Measure Suggested in Amendments to Budget Would Increase Retailers' Overhead Expense if Applied to Counter Receipts—Why Not Increase Sales Tax to Even Amounts of 2½% and 5% to Raise Extra Revenue Needed?

ONE OF THE most interesting of the final amendments to the Budget of the Minister of Finance before its being sanctioned in Parliament was that imposing a tax of two cents on all receipts of from $10 up. This particular point will be of much interest to retail hardware merchants.

Discussing the subject with a Toronto wholesale hardware merchant who is conversant with the British act governing tax on receipts which it is said will be followed to some extent in framing the Canadian regulations, it was stated to Hardware and Metal that the regulations in Britain are not so onerous as to be objectionable, that the tax applies only to formal receipts bearing the words "received from" etc., and that generally a person is so glad to receive payment of a bill exceeding the set amount that they are quite willing to pay the amount of the tax which is but a very small percentage of the amount paid.

Doesn't Apply to Cash Slips

This wholesaler states that in Britain the tax does not apply to ordinary cash slips or bills which accompany purchases such as are issued by certain retail stores. Furthermore, this tax is not required with railway or theatre tickets as these are not the customary formal receipts though in a court of law they might be received as evidence of payment of moneys. He thinks it unlikely that cash register slips will be considered as receipts. They might be good evidence of money paid, but he expressed doubt that they would come under the wording of the resolution "for moneys acknowledged or expressed to have been received."

In connection with the possibility of a tax on sales over the counter the British practice apparently is to exempt from receipt tax any cash transaction over the counter unless a formal receipt is issued and to place the tax only on a formal receipt issued. In Britain wage receipts are exempt. The person issuing the receipt must cancel it by writing his name in such a way that it crosses the stamp. Legally the receipt is worthless unless it bears the stamp.

Working on the Regulations

According to advices given the Ottawa representatives of Hard- and Metal by officials of the Inland Revenue Department, the application of the tax to counter sales is a question which will likely go unanswered for a few days. Hardware and Metal put this up to a high official of the Department who replied: "That is a question we cannot answer at present. It will probably be a few days before we can give you a definite answer. There are a number of points to be worked out in connection with this tax, and there is no immediate rush as it does not go into effect until next January."

Precisely the same answer was given to the assistant secretary of the Dominion Board Retail Merchant Association of Canada, who was asked by a number of the leading retail merchants to get an accurate and definite ruling, if possible.

"How are the stamps to be cancelled?" was Hardware and Metal's next query.

"We don't know yet," was the answer.

"Can you say if the old machines are likely to be called back into play?"

"I don't think that is likely to happen, but there is not much use in your asking any more questions, because nothing whatever has been decided upon in that connection. The announcement was only made in the House last night and we have practically six months to work out those problems."

Retailers Object to Small Minimum

While satisfaction, is expressed in some quarters in Ottawa there is no great outburst of enthusiasm over the reductions in the budget modifications. Strong exception is taken by many retail merchants to the tax on receipts. They describe it as being both impracticable and irritating. A. J. Freiman, former president of the Ottawa branch, Retail Merchants' Association, was indignant. He said the tax was going to involve a lot of unnecessary intricate detail for retail trade. If the minimum amount of the receipt taxable had been $50 instead of $10, the tax would have worked out more equitably.

Adds to Overhead Expense

In discussing the recently announced changes in the budget proposals with Hardware and Metal, one Toronto retail hardware merchant expressed some dissatisfaction with the suggested tax on receipts, owing to the fact that this innovation would

GIVES RULING ON SALES TAX COLLECTION BY RETAILERS

Some uncertainty exists as to whether a retailer is permitted to show Sales Tax separately on an invoice to the consumer, in order to ensure its collection. Some jobbers have advised retailers that this is not according to regulations. Hardware and Metal is securing definite written advice from the head of the Inland Revenue Department on this point, but meanwhile as we go to press the following wire is received from our Ottawa representative:

"Official ruling Inland Revenue Department. No objection to retailer showing amount of Sales Tax separately on invoice as long as he states on invoice, "Above amount includes Sales Tax paid by me amounting to $0000."

tend to add to the overhead expense of the merchant. While a large number of sales receipts were under ten dollars and therefore would be exempt, yet it was admitted that in some of the larger business such as builders' hardware contracts and similar work which this store specialized in, the additional tax on receipts was somewhat unfair, because the retailer would have already paid sales tax to the extent of 4½ per cent. on the merchandise covered by the receipt. If the proposed new receipt tax was to be paid by the retail merchant, and nothing has been announced which would give the contrary opinion, it would lead to the partial abolition of sales receipts, according to this merchant. Dealers would instinctively discontinue the issuing of receipts, with the exception of special instances.

Increased Sales Tax Preferable

A prominent metal dealer in Toronto when interviewed by Hardware and Metal deplored the introduction of tax regulations which added clerical work and involved uncertain methods of collection. If revenue was the chief objective, the opinion was expressed that this would have been achieved through a more simple ruling on the sales tax with a range of three per cent. to the wholesaler and six per cent. to the retailer, or 2½ and 5 per cent.—instead of the fractional ramifications now introduced. A receipt tax might have the effect of introducing the custom of asking for receipts where, in a great many instances, no such practice was in vogue at present.

PROMOTION OF ROLLER SKATING HELPS HARDWARE MERCHANTS

Roller skating is thriving in numerous cities and towns and when roller skating is progressing the dealers sell a great many roller skates.

Recently under the direction of the public schools' athletic league a skating carnival was held in the heart of one city which attracted some 5,000 persons and some 700 roller skaters, boys and girls. This means that 700 boys and girls had roller skates. The carnival was such a success that the mayor and chief of police have given their consent to skating carnivals every Saturday morning in various sections of the city. Streets are roped off from 9 until 11 o'clock and during these two hours the boys and girls enjoy themselves under proper supervision. In the carnival, races were run from 35 to 100 yards and afterwards it was thought that races of 75 yards for girls and 150 yards for boys would have been better. By the time the summer wanes there should be thousands of juvenile roller skaters in this city.

HARDWAREMAN ON STRATFORD R. M. A. EXECUTIVE

Stratford, Ont.—The officers of the Stratford Retail Merchants' Association met in the Chamber of Commerce rooms to select a secretary and name an executive committee, representative of the various lines of retail business. At the annual meeting in April, W. White, who has acted as secretary for several years, was re-elected but he insisted on resigning and the matter was left over for action by the executive.

At the last meeting Mr. White was prevailed on to accept the secretaryship for another year.

A. W. Fisher, hardware merchant, was elected a member of the executive committee.

"Made in Stratford Week" was discussed and a resolution was passed whereby Stratford merchants would cooperate with the exhibition by special displays of goods and added publicity. The exhibition is to be conducted the first part of the week, commencing June 19th.

HOLD "MADE IN STRATFORD" EXHIBITION

Stratford.—From June 19-24 a "Made in Stratford" exhibition is being held. The lieutenant-governor will attend on the 22nd. Special instructive and entertainment features are being arranged.

Last Minute Changes in Taxes and Tariffs Affecting Hardware Lines

OTTAWA, Ont.—Just prior to being sanctioned by Parliament, the Budget proposals of the Minister of Finance, as outlined fully in recent issues of Hardware and Metal, underwent considerable amendment which changes the requirements somewhat for the retail hardware trade.

The Stamp Tax which received much opposition in its original form has been changed. The new tax is two cents on every cheque or express order for $50 and units of $50 up to $5,000 so that in no case can this stamp exceed a total of $2.00. The tax on telegrams and cables is reduced from five cents in the original regulations to three cents. Both of these taxes come into force on July 1.

Probably the most interesting item in the changes is the new tax on receipts. Up to $10 receipts are to be exempt. On every receipt from $10 up a tax of two cents is charged, payable by stamp. It does not matter what the size of the receipt is above $10 the tax remains the same. This regulation will not be in effect until January 1, 1923.

A change is also made in the automobile tax, cars valued at not more than $1,200 paying 5% on the value, cars valued at more than that amount pay 5% on the amount up to $1,200 and on the excess a tax of 10% is levied. Formerly in the latter case a 10% tax was levied on the whole amount if the car exceeded $1,200 in value. This does not apply on cars purchased before May 24 and imported and entered for consumption on or before July 1.

Fertilizers are cut from the list of articles formerly exempt from Sales Tax.

The dangers outlined in connection with removing the former regulations regarding depreciated currency have been overcome in a somewhat novel manner. Under the new regulations if an article is imported from Germany the standard of English value is to apply; that is, if the same article is made in England the German article shall be given the English value and the customs duty assessed on that value. Failing to find a parallel in the English article the value in a neighboring country such as Holland or Switzerland will be taken as the basis on which duty will be charged. This new regulation is in effect on all goods entered for consumption on and after May 24.

No intelligent consideration of the effect of the changes can be given until the regulations governing their application have been made known. So far it is merely in the form of a resolution. No regulations or Act has yet been framed for the application of the tax on receipts. Among business men in the hardware trade it is taken to mean that any transaction involving $10 and over, where a receipt figures in the deal, a stamp or stamps amounting to two cents in value must be placed on the receipt by the person issuing the receipt. The text of the resolution regarding the definition of a receipt as introduced by the Minister of Finance is as follows:

"The expression 'receipt' shall mean any note, memorandum or writing whereby any money amounting to $10 or upward or any bill of exchange or promissory note for money amounting to $10 or upward, is acknowledged or expressed to have been received, deposited or repaid, or whereby any debt or demand or any part of a debt or demand of the amount of $10 or upward is acknowledged to have been settled, satisfied or discharged, or which signifies or imports any such acknowledgment and whether the same is or is not signed with the name of any person."

German Knives Imported At 70c Doz.

Discussion in Parliament Brings Out Interesting Facts Regarding Importation of German Cutlery and Protection Required for Canadian Manufacturer

By Ottawa Correspondent Hardware and Metal

OTTAWA, Ont.—In connection with the Budget debate in Parliament, Hon. H. H. Stevens outlined some interesting information in connection with what was alleged to be unfair competition of European producers in the Canadian market. As applied to the subject of pocket knives hardware merchants will be interested in the discussion. In his address Mr. Stevens spoke as follows:

"I wish to go into a phase of this question. Let me take a specific case, that of knives—and I am using this one illustration, because I think it conveys clearly the whole situation. The figures which I am going to give are absolutely authentic and accurate and may be verified. Germany is exporting to Canada all sorts of stuff, and while I have in my possession a list of articles, I am not going to go into that, because to do so would only confuse the issue; I will take the one article to which I have just referred. A certain standard pocket-knife is recognized in connection with all manufacturers of cutlery and knives; it is what is known as the pocket-knife, and it may be taken as a sample article. That pocket-knife can be landed in Canada by Germany for 70 cents a dozen, including duty. I want to give my hon. friends who argue that we ought to be privileged to buy in the cheapest market, a few facts and let them come to their own conclusions. This is what will occur, if this clause is removed, that Germany can land pocket-knives in Canada at 55 cents a dozen, plus a duty of 16 cents, or 71 cents a dozen. Let them figure this out on the basis of the depreciated currency clause now in the act. This 55 cents is equivalent to 165 marks, and the duty at 50 per cent. depreciation would be as follows: 165 marks valued at 11½ cents to the mark, $18.98; the duty at 30 per cent. amounts to $5.69 which, plus the 55 cents, would mean $6.24 a dozen for this particular kind of knife. Now, then, I admit at this point that it would appear that this figure of 50 per cent. depreciation is perhaps high. I would suggest to my hon. friend, if that were considered to be so, that he reduce it to, say, 35 per cent.—there is no particular objection to that—or do as the Americans are doing, make the market value in Canada the basis on which to assess the duty.

But let me take the depreciation of 20 per cent. and then you will see the significance. Suppose we enact that the depreciation be put at 30 per cent. instead of 50 per cent. Then we find the duty would be $3.45, and the value of this knife per dozen would be $4. The British knife, exactly the same as the German knife, is laid down at $5 a dozen; $4.75 a dozen; the Canadian knife can be laid down and is sold at $4.50 a dozen.

Unfair to Canadian Manufacturers

Now, this is what I want to emphasize. The Canadian manufacturer to-day is manufacturing at a lower cost and under-selling both the British and the American manufacturer of this particular article. Why should we ask him, however, to compete with such utterly unfair competition as that to which I have referred with this depreciated currency? I might give a few interesting figures regarding the importation of this German knife, but I shall not do so at this moment.

What I wish to point out particularly to the Minister of Finance (Mr. Fielding) is that by the present system of valuation that knife is shipped into Canada at one-third what it can be produced for in Germany; that is, when you take the depreciated value of the mark as the value upon which the knife is entered and the value of the mark for domestic purposes in Germany, which is three times its value abroad. That, I submit, is utterly unfair competition to which to subject our Canadian industries.

Where Profit Goes

Now, let me bring the House back to the pocket-knife and show where the profit is going. As my hon. friend said, the Germans ship that knife to Canada through Great Britain, Holland and the United States. That is true to a certain extent But. how do they ship it? That knife is shipped to an agent of the manufacturer in London, who receives 5 per cent. commission. He is virtually a member of the German firm. It is then reshipped to a firm in Montreal —Dorkin, I think, is the name, who are also agents of the manufacturers. That firm enters the knife for duty purposes at the figure which I mentioned, 55 cents. I wish the House would follow me closely in this, because I think it amply justifies the position I am taking. That agent in Montreal, representing the manufacturer in Germany, enters the knife at 55 cents, and pays, of course, a low duty. Do the Canadian public get that knife at 70 cents, or a small profit added? No. That agent distributes this particular kind of knife to the wholesaler at $3.75. Now, do my hon. friends get the point? In other words there is a differential between 70 cents the landing price to the agent, and $3.75 the distribution price to the wholesaler, of $3.05. Where does it go? To the German manufacturer; it does not go to the Canadian people at all.

That German manufacturing firm—and this applies to all the goods they ship—ship their goods into New York or Montreal, or wherever it may be, in this case Montreal, to a special agent, who in turn distributes those goods at a price just low enough to undersell the

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CUSTOMS DUTIES REFUNDED UNDER DRAWBACK CLAUSE

Replying to a question asked in Parliament as to the amount of Customs duties refunded to manufacturers under the Drawback Act during the fiscal year ending March, 1922, Mr. Lapointe representing the Minister of Customs gave $5,196,107.27 as the amount refunded on goods imported and used in the manufacture of goods for export and $1,391,459.15 as the amount refunded on goods imported and used in the manufacture of articles for home consumption.

Replying to a question as to the names of the twenty-five firms receiving the largest amounts and the amount received in each case, Mr. Lapointe gave the following list:

Atlantic Sugar Refinery, $1,572,846.81; Ford Automobile Co., $755,185.03; Harris Abattoir Co., $384,111.09; Canadian Kodak Co., $335,823.72; Davies, Wm. Co., Ltd., $335,757,30; Massey Harris Man'f'g. Co., $293,628.91; St. Lawrence Sugar Co., $273,632.70; Spanish River Pulp & Paper Co., $192,397.66; Algoma Steel Corporation, $187,488.42; Fort Frances Pulp & Paper Co., $167,114.85; Steel Company of Canada, $159,050,36; International Harvester Co., $158,903.80; Quaker Oats Co., $155,745.34; Canadian Car & Foundry Co., $152,691.91; Canadian Consolidated Rubber Co., $152,286.73; Canadian Packing Co., $121,516.14; Dominion Corset Co., $120,152,82; Brompton Pulp & Paper Co., $117,341.88; Montreal Locomotive Co., $113,890.83; nIternational Plow Co., $111,673.28; Laint Produce Co., $111,183.87; Singer Sewing Machine Co., $108,174.86; Page Hersey Co., Ltd., $107,234.64; Maple Leaf Condensed Milk Co., $101,688.07.

For the Man Behind the Counter

Putting Yourself In The Customer's Place

A Retail Salesman Who Has Made Good Progress for a Number of Years is Suddenly Halted By Shortcoming Which he has Taken no Steps to Overcome—Develop the "Ask Them to Buy" Habit to the Nth Degree

Written for Hardware and Metal by A. G. KEENEY

DO YOU sell your customers or merely wait on them? Does your interest in a customer cease when you have said, "Thank you, call again?"

Will that customer "look you up" when he calls again, or will he seek out another clerk who possibly will anticipate his wishes and cater to them with greater alacrity and courtesy?

These are only a few of the important questions every clerk should propound to himself at "personal inventory time." "Personal inventory time" should be every day in the year.

In a little Southern town there is a clerk who has been with the same store for fifteen years. His employer pays him what might be considered a good salary and in the estimation of many of his friends this clerk is an ideal salesman. He is always well groomed, and has a speaking acquaintance with every man, woman and child listed among the store's customers. He knows the stock of goods thoroughly and can talk entertainingly and convincingly concerning the merchandise he handles. He is courteous, considerate and energetic. But he recently lost his opportunity to become department manager in a larger establishment because of one shortcoming.

This clerk merely "waits on" customers; he falls short of becoming the ideal salesman because he cannot "put himself in the customer's place" while retaining the salesman's viewpoint. He never realizes that customers can be induced to purchase merchandise not included in their shopping list, provided the salesman who attempts this task knows how to go about it diplomatically and in a fashion that prevents the customer from suspecting that [illegible] being induced to buy more than he originally planned to buy at this store.

In the same store there is another salesman who possesses the same qualities as the man who has been with the establishment for fifteen years. He, however, has the "ask 'em to buy" habit in the nth degree. Old customers of the store, who have had unpleasant experiences with this salesman, deliberately avoid him. He attempts to sell every customer everything in the store. Without endeavoring to convince the customer that he actually wishes to be of service during the shopping trip, this clerk keeps a mental list of slow-moving merchandise and tries to palm some of it off on every customer who visits his department. The inevitable result is that this clerk is shunned by regular customers and is forced to be content with "roping in" newcomers—who never become regular customers because this clerk antagonizes them and renders himself obnoxious because of his undiplomatic tactics.

His town contains several factories and because many transients visit the store, this clerk's sales compare favorably with those of the man who has been with that establishment for fifteen years. He probably will be with the same store for the remainder of his life—unless his employer takes a careful inventory of his selling force.

Ideal Salesman Born as Well as Made

The manager of this store recently engaged a high school student who wanted employment on Saturdays. The student had no prior experience in a store, but because of the Saturday rush he was stationed behind a counter and told to "wait on" customers.

This young clerk immediately demonstrated that the ideal salesman is born as well as made. He quickly mastered a working knowledge of the merchandise in that department and seldom found it necessary to consult his fellow clerks concerning problems he encountered. After his fourth Saturday behind the counter the manager of that department noted that customers manifested a genuine desire to have this clerk "wait on" them. The manager investigated.

He found that the young clerk not only studiously catered to his customers' announced wants, but he seemed to sense in a remarkable degree what his customers needed without their announcing it. One purchase frequently seemed to suggest to this clerk several other articles of merchandise that logically might interest his customer.

That his deduction usually was correct was evidenced by the fact that his suggestions resulted in many sales that certainly never would have been made had he not started the customers

to thinking. When his department manager spoke to this clerk about the latter's selling methods, the clerk reasoned thus: "The average man doesn't buy all he needs or intends to buy. After making several purchases at one store, he often discovers after leaving the store that he needs one or two more articles that could have been obtained in the store he just left. Instead of coming back, he saves himself time and inconvenience by dropping in at the nearest store and making those purchases. By making one or two suggestions, which are suggested to me by things he has just bought, I find that I can render the customer a real service as well as make more sales for the store."

A New Standard of Efficiency

The manager's discovery of the qualities of true salesmanship in this youngster ultimately resulted in creating a new standard of efficiency in that department. New methods of selling are in force, and the regular customers of that store have sensed the better service, the spirit of helpfulness that obtains in the entire establishment.

The young clerk now is not the best salesman in the store. Several other clerks in the establishment realized the worth of the system, and because of their longer experience were able better to recognize the possible needs of their customers.

Persons entering that store now are not surrounded with clerks evidently eager to make sales. They appreciate the store where their wants often are anticipated, and it is human nature to enjoy trading at a store where every clerk obviously is desirous of rendering efficient service in a quiet, unobtrusive manner.

The two salesmen first described have not yet absorbed this new asset, injected into the selling force for the first time by the youngest member of the organization. Habit of long standing is difficult to eradicate, but constant association with clerks who really serve their customers eventually must react favorably upon every salesman in the establishment.

Selling instead of "waiting on" customers marks the dividing line that separates salesmen from near-salesmen, and the distinction is great. At "personal inventory time" it behooves every salesman to ascertain whether he is on the selling side of the dividing line.

"The sweetness of low prices never compensates for the bitterness of poor quality."

"This is the slogan that our clerks have come to thoroughly believe in," stated the manager of this store. "In selling goods over the counter or over the telephone, the quality phase of the subject is always put foremost. We believe that poor goods are never cheap and the buying public is finding the truth of that each day. We believe it good policy to encourage clerks to sell goods over and above what is requested by the customer and we have found that the fact that we make a special drive on quality has been of material assistance to our sales people."

That it is a good policy to place more confidence in the clerks, assisting them in every possible manner by making certain clerks responsible for certain departments, asking their opinion in regards to the buying or otherwise showing the clerks that they are something more than a mechanical part of the business machine, is evidenced by the experience of merchants who are getting good results and whose turnover is greatly augmented.

This Idea Was a Money Maker

"The most outstanding and lucrative idea conceived by one of our staff and the best from many angles that I have seen, resulted in a tremendous increase in sales on brushes," continued the manager. "Our Mr. Gordon suggested that if brushes were properly displayed that is, kept clean and free from dust it might be profitable to boost them. This entire department was therefore given over to Mr. Gordon to handle in his own way and according to his own judgment. He buys the brushes and oversees the selling. His idea is to devote one window to featuring brushes. He has them kept under glass, free from dust and they always look attractive. I can say without hesitation that since Mr. Gordon has taken complete charge of the brush department that sales have practically quadrupled. When people buy brushes they want them clean."

This merchant says it is as important to train clerks in the cost of goods as it is in making them thoroughly acquainted with the selling price. Their system of keeping a record of the costs is somewhat unique, but nevertheless accurate. They have a thumb indexed book in which every purchase is entered. For instance, under the letter "B" is entered purchases of brushes, showing the date bought, quantity, from whom purchased and the price. These entries are made by the bookkeeper at the some time invoices are entered in the purchasing ledger, so that the book is kept up to date every day.

This book is open to all clerks and they are encouraged to use it freely and become familiar with the cost of the goods they are selling. This merchant claims that by so doing, the clerks are encouraged to stay with the business, take more interest and are less inclined to waste. But the biggest point, this merchant claims, is that knowing the cost price the clerk is more inclined to sell the article that shows the greatest profit.

NO MEETING DURING SUMMER;—PICNIC ON JULY 19

At the monthly meeting of the Toronto Retail Hardware and Paint Club this week it was decided to hold no regular meeting of the club during the months of July and August, and the question of a meeting in September was left to the Executive committee to decide later.

Final arrangements for the picnic have not been concluded but it is probable that it will be held on Wednesday, 19 at High Park. Further information regarding this will appear in Hardware and Metal.

TORONTO DISTRIBUTORS FOR WALKER TWIST DRILL CO.

The J. A. M. Taylor Tool Co., 77 Adelaide St. W., Toronto, will now act as distributors for the Walker Twist Drill Co., Walkerville, Ont., and the Greenfield Tap and Die Corporation, Galt, Ont. It is stated that a complete stock will be carried in the Toronto office, this being a distributing point, but that all business closed will be invoiced from the head offices of the principals.

Trade Marked Lines Have Advantage

Established to Assist Manufacturers in Giving Individuality to Their Product, Trade Marks Now Looked Upon as Indication of Quality—Retailer Looks Upon Trade Marked Goods as Being Guaranteed by the Maker and if Generally Advertised are Given Retailer's Support

Who steals my purse steals trash.
'Tis something, nothing; 'twas mine, 'tis his,
And has been slave to thousands.
But he that filches from me my good name
Robs me of that which not enriches him,
And makes me poor indeed.
—Shakespeare.

WHETHER or not it was the inspiration of Shakespeare's poetic conception of the sacredness and value of a name that prompted the first man to originate, and, for his own protection register a trade mark represents, in many cases, the labor and the final achievement of years on which a manufacturer or wholesaler is willing to accept the verdict of a critical public. The trade mark stands sponsor for a name; a name is a reputation, and if the reputation be gone the name is no more a thing on which reliance and faith may be placed. The trade mark is the guarantee of the firm so using it that it is prepared to stand behind that name through good and ill report, that any damaging charge made against that name will be defended in the courts of the land to the fullest extent. To tamper with the name is to tamper with something sacred, with something that represents the entire future of a business; for this reason many interesting cases have developed in the courts with regard to trade marks.

The Merchant and the Trade Mark

The trade mark to the merchant is his guarantee to the consumer that the merchandise which he sells bears the stamp of quality and carries with it the assurance of the manufacturer that it is what it is represented to be. According to history, many of the old-time merchants were noted for sharp dealing. Some of them bartered, cheated, and even swindled customers by substituting something which they claimed was just as good, but which in many cases was a very inferior article, until by advertising, the merchant and the public became familiar with trade marks and to know the quality and quantity for which they stood. When, therefore, a manufacturer through advertising educated the public to the value of his product, he had built up a name for himself which he transcribed into a trade mark. Not only the holder of the trade mark, but the distributor of his goods reaps the benefit of the trade mark. Through systematic advertising, it becomes so well known that it is impossible to deceive the ultimate consumer if he or she is looking for the trade mark on the goods being purchased. The use and the advertising of the trade mark, therefore, becomes an asset in the hands of the merchant in the sale of his merchandise, not alone because of the guarantee accompanying it but also because it is now considered that trade marks are the standard for good quality.

Protection of Trade Marks

The law takes a very stern view of the encroachment on an established trade mark. In cases where a name has been associated with a well known product for a great number of years and the merchant and public have become accustomed by advertising to associate the name with a certain article, the court will protect the use of the name and restrain by injunction any infringement of that right.

The real question which the court to try in a case of alleged infringement of a trade mark whether what the defendant has done is calculated to deceive or whether there is so much imitation that goods bearing the one mark may readily be mistaken for goods bearing the other and whether a more careful inspection than an ordinary purchaser would be likely to give is necessary to distinguish the mark and appearance of the former goods for those of the latter.

When an action is commenced having for its object the restraint of an alleged unfair competition in trade carried on by means of an employment of another of a trade mark identical or nearly identical with the plaintiff's there must be established in order for the action to be successful the existence of the trade mark, the plaintiff's right to exclusive use therein and the fact of an imitation and the absence of license or acquiescence on the part of the plaintiff.

Where it can be shown that a dealer has imitated an article in his store and offers it for sale as the genuine article, even though he has only made a single sale, that is sufficient ground for an injunction and the dealer will be restrained from making any further sales.

If the defendant uses a distinct and obvious trade mark on his goods which he is alleged to be passing off as the plaintiff's and if he states plainly and in clear type that these goods are manufactured by himself, there is a very strong indication that the defendant has no intention of deceiving the public and it is doubtful in such a case if the court would restrain him.

When the defendant has not used the registered trade mark but something to be considered similar to it, the plaintiff has to satisfy the court that the use of this is calculated to deceive. But when the defendant has taken the material and essential part of the plaintiff's trade mark, the burden is upon the defendant then to disprove the probability of deception and not upon the plaintiff.

If the plaintiff cannot prove that the public are deceived or that there is a reasonable probability of deception, he has no right to interfere with the use of the name of others. All the court can do is to say that no trader can adopt a trade mark so resembling that of a rival that the ordinary purchasers purchasing with ordinary precaution will be misled.

Purchaser Must Not Be Misled

If a purchaser looking at an article offered to him would naturally be led from the mark impressed on it to suppose it to be the production of a rival manufacturer and would purchase it in that belief, then the court considers the use of such a mark to be fraudulent. In fact, it has been held that if the goods of a manufacturer have from the mark or device he has used become known in the market by a particular name, the adoption of a rival trader of any mark which will cause his goods to bear the same name in the market may be as much a violation of the right of that rival as an actual copy of the device itself.

The function of trade-marks or tradenames provides the most striking in-

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TRADE MARKED GOODS IN MODERN MERCHANDISING

The trade mark on merchandise stands sponsor for a name.

A name is a reputation and if this is not upheld the name is of little value.

Trade mark is a guarantee of quality to the retailer and the consumer.

Trade marks facilitate the memory of an article and thus facilitate retail distribution.

Trade marked lines given general publicity are easier for the merchant to sell.

Handling Odd Hardware Customers

Did You Ever Have a Customer Remark That There Had Been a Decline in Price of Raw Materials in a Certain Product and Want a Corresponding Reduction in the Finished Article?—Making Store Keep the Workshop Busy—Some New Angles on Early Summer Trade

THAT the hardware merchant can never tell what is in store for him when a passer-by drops in to price an article is evidenced by the statement of Charles P. Grannan, of Phillip Grannan, Ltd., hardware merchants, St. John, N. B. Mr. Grannan said to Hardware & Metal in a recent interview: "A stranger to St. John was passing our store window, when he caught sight of an ash sifter in a prominent place. After looking it over from the outside, he stepped into the store and asked the price, saying that he was about to locate in St. John, and would be needing a good sifter. He did not appear to be a buyer, but we made him feel that we were glad to meet him, and hoped that when he took up his residence in St. John we would be favored with some of his business. He bought the ash sifter and promised us some more business. We got "some more business" from him, but never once thought that this business would mean as much as it eventually did. Our stray customer had come to St. John to open up a laundry, and in less than two years from the time that he purchased the ash sifter, we received more than four thousand dollars worth of trade from him.

Messrs. Phillip Grannan, Ltd., conduct a stove and hardware business on Main Street, St. John, and in connection with the sales department, they operate a tinsmiths and sheet metal working plant. Despite the fact that some merchants declare that they cannot run a workshop in conjunction with a store, Mr. Grannan says that they find the workshop and store work together in a most satisfactory manner. "Our store keeps the work shop busy," he said. "Customers make their purchases, and naturally, if they are satisfied with the service they receive at our hands, they give us their jobbing as well. During the winter months we keep sixteen men busy on repair and manufacturing work."

Phillip Grannan, Ltd., handle a full line of furnaces, heaters and ranges, as well as a complete stock of hardware. Enamelled and tinware is one of their big lines, and a very comprehensive stock is carried. It is the boast of the firm that they can supply everything needed for the kitchen and for the heating of the home.

Phillip Grannan, Ltd., were one of the first merchants to stock the pipeless furnaces in St. John, and believe that it has a great future.

June Bride Business

During the months of April, May and June, a special effort is made to get after the "June bride" business, and by regular advertising and window displays, they have educated the public to look upon their store as headquarters for prospective brides and grooms to secure their requirements in tinware and stoves. The Grannan advertising differs to that of many merchants because of the fact that they do not believe in advertising a long list of commodities, but specialize on one or two articles, with an invitation to visit the store. Speaking on advertising, Mr. Grannan stated that he found a long list of articles was not so effective as the advertisement which specialized. A customer reading the advertisement, if it is in the form of a stock list, will pass over the ad. if the article is not mentioned that he or she desires to purchase, but if only one or two articles are named, and an invitation to the store is extended, the chances are that the reader will feel sure that what is required will be found at the store.

It is the opinion of Mr. Grannan that window trims should not be left in for more than a few days, especially in a store situated as theirs is.

Attract Business People

The Grannan store is situated between the residential and business section of St. John, and thousands of people pass the store during the hours of eight and nine in the morning, twelve and two, and six to seven in the evening. These people are passing three or four times a day, and see the store window trims as many times, so that a display is stale after a few days, as it can be taken for granted that everybody has seen it. This is an idea that all merchants should make a note of, for it is useless showing the same articles day after day to the same people. Unless the trim is changed frequently, the public develop the habit of passing without looking at the window at all. A few days is long enough for any trim in a district where the same people are passing all the time. Mr. Grannan relates an amusing instance where a customer had been studying the metal market, and discover-

Household goods department of Philip Grannan Ltd., St. John, N.B., showing a wide range of oil stoves and ranges, kitchen utensils, etc. Interest is centered in this department at present in connection with early summer weddings. Many stoves and items of kitchen utensils are sold to the young couples about to furnish a home and to people to give as gifts for showers. The means taken to centre the interest of prospects in this department are outlined in this article.

JUNE BRIDES

Don't you think the logical place to seek a range is at the store that is not confined to one line of ranges but is able to show you the choice of the leading makers? We have stoves of several makes.

Won't you let us show you them?

PHILIP GRANNAN LIMITED

ed that there had been a drop in iron of so much per hundred. This customer wished to purchase a stove, but demanded a proportionate reduction in the price, hinting that the stove merchants were doing a little profiteering. The hardware mercant readily agreed to make an allowance for the decline in the price of iron, and showing the weight of the stove, much to the customer's surprise, he found that his rebate would not buy him many postage stamps. He bought the stove, and left the store a sadder but wiser man.

Separate Household Goods Dept.

Messrs. Grannan's stove and kitchenware department, as the cut shows, is so arranged that customers can see a complete display of stoves and kitchen utensils immediately upon entering the door. On the shelves are displayed all the necessary pans, stove pots, kettles, etc. used in connection with cooking. Mr. Grannan states that it is a good idea to have cooking utensils in such a location that they are before the eyes of stove buyers, for in many cases a stove sale is accompanied by the sale of something in the pan or kettle line. On the right of the department pipeless furnaces and oil cook stoves are shown. During the summer months much prominence is given to oil stoves for cooking purposes, and also a large amount of space is used in the local papers, asking the public to inspect their stock. Hundreds of St. John citizens own summer cottages and camps, and the oil cooking stove is very popular with them because it is so much handier to take into the country than a coal range, cooler to work with, and no labor sawing wood. These points are all brought out in the Grannan advertising with good results.

MR. GROOM

Bring your bride-to-be over to our store to see our line of Ranges. You will be well repaid for the trip. We handle only the best lines of the leading makers and are not confined to any one make. Naturally we have a better assortment. Come on over. We are open every night until 7.30.

PHILIP GRANNAN, - Ltd.

Sharpens 600 Lawn Mowers In Spring Season

MAKING a specialty of lawn mower sharpening and maintaining a high standard of efficiency in such work over a long term of years has been responsible for developing an extensive business in such work for John Caslor, hardware merchant, Queen Street, West, Toronto. Mr. Caslor is a familiar figure in the hardware trade having been treasurer of the organization now known as the Ontario Retail Hardware Association since its inception and a pioneer in the hardware business in the City of Toronto. Mr. Caslor is still active as indicated by the fact that he has sharpened as many as thirty mowers in one day during the Spring season, and as many as fifty mowers in two consecutive days. Taking the Spring season as a whole he has sharpened approximately 600 mowers. A sign hanging outside the door, and plainly visible in the above picture, combined with the long established reputation of Mr. Caslor for such work are the only mediums by which this active business is retained. Mowers are brought to him from all parts of the city, and as a rule the machines he handled constitute "repeat" business because he advocates a sharpening each Spring or more often if the machine is given more than ordinary use.

KINGSTON RETAILERS ELECT OFFICERS

Kingston, Ont.—At a meeting of the Retail Merchants Association W. Y. Mills was re-elected president unanimously. The other officers elected are: First vice-president, H. Moore; second vice-president, Bert Abernethy; third vice-president, E. Walsh; secretary, Gordon Smith; treasurer, Frank Kinnear.

W. Y. Mills presided and introduced J. C. Campbell, Dominion secretary, Ottawa, who discussed the work of the Dominion Board and dealt with a number of matters of vital importance to the retailers, the application of the minimum wage law, and the automobile tax. He expressed his conviction that the automobile dealers were to have refunded to them about $1,000,000 collected as taxation last year. He explained the new combines and resale bill of the Ontario government. The Retail Merchants Association protested against the operation of this bill, and it has been delayed for one year, and will be taken up again at the next session of the legislature.

He announced that a general meeting will be held at Brockville on July 18th and 19th. President Mills presented his annual report on the activities of the association during the past year.

NO PRESENT PLAN TO MAKE CEMENT

Assurance was given by Hon. F. C. Biggs, Minister of Public Works, for Ontario, that the Government had no intention of entering into the manufacture of cement as long as it believed cement prices to be reasonable.

"As long as the price of cement is not higher, that is, reasonable in relation to the cost of labor and coal, it is not our intention to go in," said Mr. Biggs. "If conditions change we may consider entering the business."

Early Summer Sale Of Electric Goods

Shower and Wedding Gifts for Early Summer Brides Combined With Suitability of Electric Toasters, Grills, Percolators, for Preparation of Hot Weather Meals Makes Excellent Basis for An Early Summer Sale of Such Lines

ELECTRICAL goods at this season of the year are particularly desirable from several standpoints. In the first place they make admirable gifts for showers and weddings, and secondly because they provide a ready means of preparing a warm meal for hot summer days without the heating of the home which results from the use of stoves and ranges. Giving a little study to early summer electrical requirements will provide the merchant with plenty of material for effective selling ideas.

Housework is inevitable and perennial; the woman who amounts to anything takes it as "her job," but—she no longer meekly accepts it as a hereditary drudgery. She takes it as the greatest and most important business in the world, the one upon which all others are dependent. It is up to her to make the home from which the children she brings into the world shall go forth decent, vigorous and aggressive. It must be confessed that she has been a long time waking up to these facts, but Progress knocked loudly and she is awake now and she will never again take even a cat-nap. She demands the same equipment for her work that any other business has, and science has answered with a rapidly enlarging list which will soon cover every department. The development of household equipment is the marvel of the age. It has brought forth giant industries, put whole towns on the map—and made a dreary hopeless routine into a recognized branch of science.

The actuating principle of household equipment is different from the usual one. There is no experiment in comparison to what usually exists. Each and every machine or device is the result of some definite demand—some expression of practical mechanical possibility. They are simple to operate and definite in result.

Electricity does the work of the housekeeper's hands quicker and better but not very differently. One by one it takes her tasks and learns how to do them. Sometimes it takes time to perfect the mechanical substitution, or it is too costly or too intricate, perhaps, but just as surely as the modern super-equipped kitchen has arisen from the cave woman's fire of sticks will the electrical equipment of the entire field of housework come in time.

It is well worth the dealer's while to know what is doing in the world of electrical goods for the home, even about those items which are at present pausing a while in a phase of costliness or the need of mechanical knowledge which takes them out of the ordinary and average sales.

The Old Reliable Pioneers

The pioneers of electrical goods in the home, the perennial standbys, are the percolator, the grill and the toaster. In the most remote and primitive places where electricity reaches, the electrical meal has come to be a matter of course, and these rudimentary utensils of at least breakfast are to be found everywhere. The most timid dealer has them and supposedly stocks them over and over again for they are always to be seen. There seems to be growing favor for the all-round utility table stove with the inclosed unit on which it is possible to boil water, make tea or coffee and toast or cakes. The inclosed unit heats

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A number of retail hardware firms are planning on opening up, during the early summer months, a separate department for the showing of household hardware lines such as are shown herewith. This merchant, along with many others, finds housewives like to shop for electrical and other household lines at leisure and examine closely the construction and finish of such lines as oil stoves, refrigerators, washing machines, vacuum cleaners, kitchen utensils, etc. An attractive layout for such a department is shown here with separate display tables for various utensils where good light is provided and plenty of room for many customers to be dealt with.

Authority Says Hardwaremen Are Natural Purveyors Of Radio-Telephone Equipment

Retail Distributors Should Handle Only Very Best Material in Radio Supplies—Evidence Which Proves Radio is Not a Fad But a Science of Rapidly Increasing Importance—Equipment Which is Mostly in Demand—Percentage of Profit in Radio Equipment for Hardwaremen

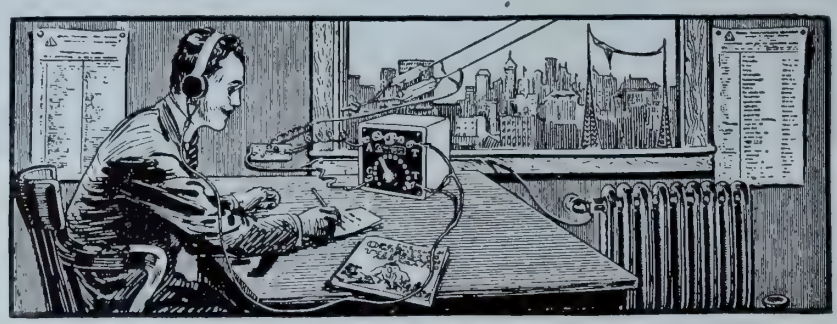
Editor's Note.—The subject of radio-telephony has been of much interest to hardware merchants recently due to the enthusiasm which has been aroused and the possibilities which exist for profitable business in radio supplies. Being a more or less technical subject and one on which the average hardwareman has comparatively little knowledge, the Toronto Retail Hardware and Paint Club at its regular monthly meeting this week secured as speaker of the evening, Mr. W. A. Walkover, official of the Cam-Fish Co., Ltd., Toronto, who has a broad knowledge of the technicalities of wireless and who has also made a study of the merchandising of such equipment. His address and answers to questions of retail hardwaremen are outlined fully herewith for the information of readers throughout Canada:

"THERE IS only one way to put radio across," said Mr. Walkover in commencing his address, "and that is by handling only the very best material. There is a wide variation in the quality of material offered and if you give a customer some poor material you will find they will be dissatisfied and be inclined to be prejudiced against the whole idea.

"There is one very interesting thing about the early development of radio, and that is Marconi's observations. The story is told that while out in the woods one day he observed that the song of a bird made a leaf quiver. From this radio telephony has developed.

"In commercializing radio the point is often raised as to whether or not it is just a fad. I believe you can rest assured that this is not a fad, radio is going to stay, it is going to grow. You are favorably situated and should be the natural purveyors of radio equipment, and you will also find you can commercialize what is an interesting study.

Some statistics were quoted by Mr. Walkover in confirmation of his stand that radio had a big future and was not a fad. He stated that the potential value of the field for buying of radio supplies among farmers alone in the United States was estimated at $7,500,000. There were said to be 40,000 licensed operators in that country, and the number of amateur operators was unknown but would be over a million. There were estimated to be 39,000,000 potential buyers of radio equipment in that country. A proportionately large field was said to be offered in Canada, and attention was drawn to the fact that so far only the large cities in Canada such as Toronto, Montreal, Winnipeg, Vancouver, had taken up the idea to any extent and made provision for broadcasting. Smaller cities such at Peterboro, Hamilton, Guelph, etc., were said to be just commencing to be interested in the subject, thus opening up a much larger field for business. It was also thought that people in the smaller cities and towns and in the rural districts would be more interested in radio than those in the larger centres due to the fact that other entertainment is closer at hand for those in the larger centres.



"In radio there have been two eras," continued Mr. Walkover, "first the ordinary crystal set, followed by the vacuum tube set. The youngster starts with a crystal set because he can buy parts for it easily and its construction is simple. He can head a radiophone for a radius of about twenty miles with such a set and a spark can be heard much farther distant. The parents will only need to listen in once before their enthusiasm is aroused and they want a vacuum tube set with a wider range.

"Dealing with the sentiment which has been expressed that the present is the preliminary and inefficient stage of radio, Mr. Walkover remarked that such statements come from those who know nothing of what has been accomplished. He outlined how a U. S. battleship during the war was manoeuvered safely through a mine field and past many treacherous rocks in a thick fog by sending out direction finding calls and plotting its position on the map. He also told of how the U. S. fleet of battleships when it returned from Europe came in a blinding snowstorm and was successfully manoeuvered through dangerous places solely by the use of radio.

"The crystal set is not very efficient," said Mr. Walkover, "and we have to be very careful about this set for the good of radio. It has a maximum dependable range of fifteen to twenty miles. I have heard with a crystal set 1,500 miles, but this was very exceptional. There are crystal sets on the market to-day ranging from $1.50 to $50 each. I advise you not to touch the poor set. I always induce amateurs to buy the parts for such sets because it teaches them the construction and explains many points which are hard to appreciate such for instance as the fact that there is no physical connection between the two coils which are connected with the aerials and the phones respectively. In such a set the ear phones are in series with the crystal and the crystal is in series with the secondary coil. All radio transmission is done by an alternating current and the purpose of the crystal is to eliminate one half of the range which the electric current would normally undergo. Without the crystal such a current would hold the diaphram in the phones stationary and you would hear nothing.

"The condenser is not absolutely necessary on this set. It stores up energy and passes it on in quantity. This condenser also controls the tuning in a vacuum radio set."

Emphasizing the importance of honesty in merchandising radio equipment Mr. Walkover stated that one day he was in a radio supply shop when a customer was purchasing a crystal set. He was told by the clerk that the set had a range of 500 metres. He required a cheap set with a fairly long range and of course took it for granted that this set had a range of about 500 miles whereas it was merely adjustable to 500 metre wave lengths and probably had a range of only 15 or 20 miles. Such sales methods applied to radio particularly were discredited by the speaker.

In explaining the technicalities of the more expensive, longer range vacuum tube sets, Mr. Walkover stated that such sets had a regenerative idea which greatly increased their range and effectiveness. This regenerative idea he compared to a hill climbing locomotive which has two cylinders on each side compared with the average locomotive hav- only one cylinder on each side. The passing of live steam from one cylinder to the other greatly increases the

power and effectiveness of the steam. This is a regenerative process in the same sense as the vacuum tube set of radio is regenerative as compared with the ordinary crystal set.

Patents on Equipment

Much has been said about patent rights on certain radio equipment and hardware merchants have feared difficulty in this respect. Mr. Walkover explained that certain parts that are patented bring prices out of proportion to their intrinsic value but that the price must be paid because of the protection they are afforded. No infringement is possible on a number of such lines. As to patenting complete sets it was pointed out that the plan has been followed by some distributors of practically assembling a set with the exception of connecting one or two wires and then selling it "knocked-down" and letting the buyer make the final connections. In this way he stated some dealers were making a handsome profit by buying parts for such a set and selling them "knocked-down" with instructions for reassembling.

Describing some of the apparatus, Mr. Walkover dealt with the radiophone bulb, resembling an ordinary electric lamp bulb which he said consisted of a grid, filament and plate, the grid being the principal factor. The patents on the various parts of this bulb were held by three different firms who have formed a holding company for production.

The difficulty of producing sufficient supplies of radio equipment in Canada were dealt with, it being pointed out that distributors were still buying most of their supplies from the United States. As indication of the fact that Canadian manufacturers will soon be into production on a broad scale and as proof of the future importance of the industry, Mr. Walkover stated that one Canadian firm has invested over $200,000 in dies alone. One firm which had extensive patents on equipment had established four distributing agencies and of this number three were said to be musical firms. In view of the greater mechanical inclination of the hardware trade than music dealers, Mr. Walkover thought the former would have a better opportunity for this business than the latter. As indication of what can be accomplished in the retail sale of radio supplies he cited the case of a comparatively small hardware firm in the U.S. which had within a few months increased its radio business from $200 to $2,000 a week.

Swamped With Business

Dealing with the current opinion that the radio business has "gone flat" Mr. Walkover stated that his company as well as others, were literally swamped with business and it had recently been necessary for them to add new shipping facilities. He anticipated a big revival of interest in the Fall when the indoor amusements come in for more attention. In this connection he bespoke the popularity of special groups of equipment which are being offered by distributors to aid the retail merchant who is unacquainted with the best lines to stock.

Answering a number of questions on the subject, Mr. Walkover replied that the aerial plug, that is a plug which can be placed in the ordinary electric light socket and which uses the electric light company's wire for an aerial is guaranteed mechanically perfect by the distributors but is not guaranteed to give results. Its use has not been entirely satisfactory, he stated.

Replying to a question as to whether galena was as good as carborundum in crystal sets, Mr. Walkover stated that quite a little added equipment was necessary with the latter and furthermore it is patented by Marconi. He pointed to the fact that crystal sets are gradually being eliminated by the vacuum tube variety. Dealing with vacuum tubes, Mr. Walkover showed the merchants a number of samples. The Mullard tube, he pointed out, was the standard of the British navy wireless, and guaranteed purchasers against any action regarding patents. He pointed out that this particular type of tube was dark and this was a disadvantage which had to be explained in selling it.

Replying to question as to promptness of delivery, Mr. Walkover stated that his firm had had supplies on order for six months which are just now coming through.

The amount of money invested in radio in New York state alone was said to be $78,000,000, this being given as an indication of the value of equipment in use.

Future of Prices

"What are chances of a decrease in prices between now and the fall on radio equipment?" asked one member.

"There are a few firms that have overbought and some of these being pressed for money might offer some cheap prices," said Mr. Walkover, adding that supplies of good materials were so difficult to get that efficient equipment would not go begging with lower prices. In view of the big anticipated revival of buying in the fall he thought any merchant who held back waiting lower prices on equipment would find that he would gain little advantage and probably find himself facing a loss of possible business in the fall through being unable to supply the demand.

"Audion detectors are $5 in the U.S. and sell for from $8 to $9 here. Why this difference in price?" asked another member. To this Mr. Walkover replied that some firms were getting outlandish prices for their equipment, but that within two months when certain Canadian manufacturers start producing these prices are expected to be stabilized. The retail price on a Mullard bulb was quoted at $6.30 but one retailer present said he had bought them at $5 each, thus indicating the wide range of prices available. Mr. Walkover stated that the new price on the Mullard bulb would be $7 which would include a base that fits the ordinary socket.

If Broadcasting Ceases

"What will be the effect if the newspapers stop sending out concerts?" was asked. To this Mr. Walkover replied that if present broadcasting stations stopped sending, others would start. He did not think present stations would cease, however, particularly as certain of them are making more or less permanent connections for broadcasting. He pointed out that some producers have a large amount of money invested in this industry and they could not allow the business to drop because of providing entertainment for radio users. He stated that a broadcasting station was now being erected in Hamilton and others were being planned in Brantford and other cities.

"What is the best way to buy galena?" was asked. To this Mr. Walkover replied that the best way to purchase it was in little boxes. Each crystal is tested and guaranteed and a group of them make a nice display. He did not approve of the mounted crystal because it was generally mounted in solder and this reduced the effectiveness of the crystal. It should be put in a cup with three screws and be made secure against vibration because the sensitive point on it is so small.

Asked as to what tenants in apartment houses could do to

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EARLY SUMMER SALE OF ELECTRICAL GOODS

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very quickly and, of course, does not harbor dust.

Some manufacturers are putting out very useful literature which will do a great deal toward saving the dealer trouble and complaint. It is on the matter of wrong use of electrical household goods; for example—pull the plug out of the iron instead of turning off the socket, and it is not possible to have the iron overheat, or burn out the fuse. Wherever possible connect table cooking appliances from different circuits. Do not let the electrical connection on the appliance get wet, etc. Facts so simple and obvious to those who understand the current that they are often not mentioned to the novice.

Yet these form a good basis for the merchants' advertising of electrical goods showing that he is anxious to attend to electrical customers' interests.

GERMAN KNIVES IMPORTED AT SEVENTY CENTS DOZEN

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Canadian-made article, in this particular instance at $3.75. The $3.05, the difference between the cost laid down and the distribution cost, goes to the German manufactured in Germany.

Now, my point is this. We ought to have that $3.75 in the treasury, it ought to go into the funds of Canada, to be credited, if you like, to German reparations account, but I do not think that is necessary, I think it ought to go into the general revenue of Canada. Even then we are allowing those German goods to enter at a figure of 75 cents under the Canadian manufacturer's price.

Mr. ROBB: If I may interrupt my hon. friend—does he argue that these pocket knives have been coming in during the past year, or that they can come in under the proposed changes?

Mr. STEVENS: These knives have been coming in through the mediums mentioned by the hon. Minister of Finance through Great Britain, Holland, and the United States. I reiterate what I said a few moments ago, that these agents established in England, Holland, New York and elsewhere are agents of the German manufacturers, not bona fide jobbers. Do not forget that. The British jobber does not make a profit, the United States does not make a profit. Bokers' are the greatest cutlery manufacturers in the world. They ship to their agent in New York who in turn distributes the goods in the United States. I have the figures for the United States: 75,000 dozen pocket-knives at 70 cents a dozen; 38,000 dozen razors at 71 cents a dozen; 44,000 shears at 95 cents a dozen—all of which were cleared to the agent of the manufacturer. He paid the duty on the low exchange value of the mark and then he distributed them to the American wholesalers at the increased high price, making a tremendous profit of four hundred to six hundred per cent. for the German manufacturer. The Canadian government, the British government, the United States government, in these cases, get nothing, the profit goes into the pocket of Mr. Stinnes, whom I mentioned a moment ago, and the other German manufacturers, who, instead of having those funds remitted to them in Germany keep them in New York for use in invading the Mexican market and other markets in competition with this and other countries. And we are feeding them the wherewithal to compete with us, without getting for the Canadian purchaser one cent of value.

Now let me refer to our sister dominion of Australia. These words were uttered by Premier Hughes of Australia:

If you think that I will vote in favor of trade with Germany, my life has been lived in vain.

What prompted Premier Hughes to say that? It was brought to his attention that German sewing machines had been offered in Capetown and sold there at 18 shillings, umbrellas at 3 shillings, safety razors at 4 pence and so on. And what did Australia do? Australia passed an act, which they call the Preservation of Industries Act—under which the value of goods landed in Australia from Germany was raised to the cost of a similar article made in Australia. What I say to the Minister of Finance and to the Prime Minister is this: Either take that basis of valuing goods for import at the Canadian value of the article imported, or—and this is what we believe is the right thing to do— value them at 50 per cent. depreciation, or not less than 35 per cent. depreciation. I may say—and I say it advisedly, after a good deal of thought—that I would not object to dropping the depreciation of 35 per cent; I would object, though, to going below that.

TRADE MARKED LINES

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stance of the importance of making a vivid and permanent impression. The mark or name facilitates the memory of the article, aids in its recollection at the moment of need, and assists in its identification at the time of purchase. Therefore, recollection and recognition may be said to constitute the primary functions of trade-marks. The more easily and correctly the mark or name is recalled and the more quickly it is recognized, the higher will be its value.

Many Recent Changes in Trade Symbol Procedure

In recent years the growth of competition and the multiplication of brands has brought about many changes in trade symbol procedure as well as in laws governing the use of these devices. The natural tendency on the part of the purchaser to buy goods undere trade names has made it necessary that these names be not only ornamental and printable, but also short, and easily pronounced.

The merchandising power of the well-chosen trade-mark is greatly enhanced if the name or symbol can itself suggest the qualities of the commodity. The name that is distinctive and unique has obvious advantages.

There has been a steadily increasing persistence on the part of manufacturers toward choosing descriptive marks. Attorneys have been kept busy explaining that it was not the Government's intention that the trade mark should advertise the goods, but rather that advertising should make the trade mark valuable. This surely cannot be regarded as undue restraint. See how valuable advertising has made Kodak, B. V. D., Arrow, and others, which are not in the least descriptive of the goods.

On the other hand, many manufacturers of eminently successful products have chosen descriptive trade marks and have consequently been refused registration.

Is Primarily an Advertiser

Why does the manufacturer so often choose a descriptive mark without regard to its registrability? Because the manufacturer is primarily an advertiser. On certain classes of goods a mark that does not serve to advertise the goods is regarded by many as a dead weight. To make a trade mark advertise the goods is to make the mark describe some valuable quality of the goods, such as Kitchen Kleanser, Wrenchless this-or-that, Everhot this-or-that.

A manufacturer will go to his attorney and say, "Someone else is using the word 'Wrenchless' on his device. It is wrenchless all right, but I used the term long before he did, and I want to get the word registered as a trade mark to prevent him from using it. He's cutting in on my business by stealing my thunder."

The manufacturer is evidently no longer content to confine trade marks to the non-descriptive sort. The fact that so many successful products are represented by descriptive marks indicates to many persons that the descriptiveness of the mark had a great deal to do with the success of the product.

Due to the thought which is given by the manufacturer in the selection of a good trade mark, the money spent by him to give this mark general publicity, and the fact that such guarantees a certain standard of value, the retail merchant might well put his influence behind such lines of merchandise as are given such attention.

TO MANUFACTURE BABBITT

The Georgian Bay Spring & Babbitt Works, have erected a new factory in Collingwood, Ont., and are preparing to manufacture a high-grade British babbitt. This product will be introduced to the trade as Gray's special No.'s 1, 2, and 3. The company also contemplate the manufacture at an early date of automobile springs.

Western Hardwaremen Claim Insufficient Protection For Sale Of Oil And Gasoline

Present Margin of 5% Between Price to Consumer and Price to Retailer is Too Small—Advocates Sale of Kerosene and Gasoline for Cash Only—Want Names of Paint Manufacturers Selling Direct to Consumers—Support Good Roads Movement

REGINA, Sask.— The handling of oils was the topic of discussion at the hardware section of the Saskatchewan R. M. A. Convention. A resolution was brought forward from the hardware section asking oil companies to give the retailer handling their commodities a fair discount. Quite a few of the companies are giving the consumer a discount of 20 per cent. as compared with the 25 per cent. discount to the trade. H. A. Stone stated that the present policy provided only a small margin of 5 per cent. between the price to the consumer and it was unfair to the retailer. W. C. Paynter of Tantallon stated trat he had great difficulty in getting rid of his stock of oils. A company after selling him oils then established a station in the same town and were selling small quantities, including 5 pound packages of grease. Another retailer expressed his views that if the oil companies were going to handle the larger sales they should not expect the retailers to handle the smaller ones such as gallon lots. A. Huck of Vibank, suggested that the retailer refuse to handle any of the oil products and that the oil companies do their business direct.

Sell Kerosene for Cash

J. Montgomery of the Canadian Oil Company, stated that he thought under their present system the retailer was getting a fair margin of profit. They did not have to buy in large quantities as they could take their orders from their customers first and then place them with the company. Kerosene and gasoline, he contended, should be sold for cash and the failure to do this was responsible for losses in handling this trade. V. E. Green of the Imperial Oil Company stated that his agents were instructed to do business as much as possible through the local dealers. Their agents were paid a commission of 7 per cent. when they sold direct to the consumer but were not paid this commission when the sale they solicited was booked through the local dealers. Outlining the policy of his company, Mr. Green said that the former system of handling oils had not been up to expectations as some of the retailers had been price-cutting, and as a result it had been decided in March to give the owners of tractors who bought in barrel or half barrel lots a discount of 20 per cent. from list price. He said this had been done to meet the competition of other concerns who were selling oils of uncertain quality. Under the present system the dealer was given increasing discounts on a sliding scale according to quantity purchased and his profits would net him from 14½c to 20c a gallon which was a larger profit than they were getting on other lines when a quick turnover was taken into consideration. J. Lowden of the British American Oil Company, declared that competition forced the companies to adopt the policy of selling to the consumer in order to get business.

Making Agent a Philanthropist

One of the merchants present said that he had been getting a brand of oil at 67c and the price was raised to $1.50 with a discount of 25 per cent. and he did not feel justified in charging the consumer this increase for stock purchased and this no doubt explained the price-cutting referred to by Mr. Green. Another retailer expressed his opinion that the policy of giving an agent 7 per cent. commission for selling direct to the consumer and at the same time instructing him to work through the merchant for which he would receive no commission would not work out very satisfactorily. The oil companies, he said, are trying to make the agents a philanthropist. Jack Wood, their chairman summing up the discussion expressed his opinion that the policy outlined was a very poor one and a very expensive method of doing business. There might be some argument for it if the farmers were going to get their oil cheaper but as this is not the case the oil companies would find that it was necessary to have merchants distribute their goods.

JACK WOOD
of Swift Current, Sask., who presided at the convention of Saskatchewan Retailers in Regina

Messrs. Stockton, Reis, Allen and Alexander were appointed to meet the representatives of the oil companies with a view to trying to arrive at some satisfactory arrangement.

The question was taken up with the representatives of the oil companies but they could not reach any decision. A resolution was put through to the effect that the retail members of the association considered that the practice of the oil companies in this respect was unfair to the retailers and a resolution was passed asking the companies either to discontinue to sell direct to the consumers or else provide a greater margin in the discounts.

Object to Sale of Paint to Consumers Direct

A motion protesting against paint and varnish companies selling their products direct to consumers was carried. The members of the association were urged to report instances of this to the provincial R. M. A. offices whenever they were discovered so that the name of the manufacturer could be published in the organ of the Saskatchewan branch—The Western Retailer.

Merchants Support Good Roads

Hon. S. J. Latta, Minister of Education emphasized the interest which the merchants should have in this subject "Good Roads." He was sorry to find that in some of the towns there was not a great deal of interest shown in this important matter. It was a mistake to leave the propaganda for good roads entirely in the hands of the people in the country as the town and city folks were vitally interested in the question from an economic view point.

A resolution commending the work of the persons who have interested themselves in the promotion of good roads in Saskatchewan and pledging the support of the retailers to the new provincial branch of the Canadian Good Roads Assoociation was passed unanimously.

W. C. Paynter, Tantallon; G. W. Stockton, Carlyle; J. Huck, Vibank; S. Whittacker, Briercrest; E. B. Tedford, Mortlach; S. Sherman, Webb; T. W. McEwen, Kindersley; Ralph Miller, Prince Albert; A. J. Humphries, Raymore; J. Appleton, Yorkton.

Sask. Retailers Discuss Many Questions

Annual Convention in Regina Last Week is Representative Gathering, and is Marked by Much Interesting Discussion on Vital Subjects—T. H. Masterson, Regina, the New President

By Staff Correspondent Hardware and Metal

REGINA, SASK.,—The 9th annual convention of the Saskatchewan Provincial Board of the Retail Merchants' Association opened in the City Hall Auditorium here. Delegates from all parts of the province started to register at 9 o'clock, and for an hour the reception committee greeted them. Attendance numbers were up to expectations.

His Worship Mayor Grassick extended the welcome of the city to the delegates and in his address stated that the people of Regina knew what problems the retail trade have been up against during the past year and more. They appreciated the difficulties of the association and of its members. "I know I speak for them," he said, "when I say they are glad to see you gather together to discuss your problems, and I hope the convention will be successful in every way."

E. B. Gass, president Regina Chamber of Commerce, also welcomed the members of the R. M. A., and stated that the retailers were coming together to discuss business at a critical time. He had been engaged in trade in Western Canada a long time, and he remembered the time when such an organization as the retail merchants had now, would have been impossible.

"There was too much distrust in the old days, but the co-operation that the members have to-day is a splendid idea," he said.

He brought out this fact, that he would like to see the merchants take up the question of good roads in this Province, as they are very essential for the betterment of business. He also reminded the merchants of the association of the Boards of Trade of Saskatchewan and pressed for co-operation between the two organizations.

G. W. Stockton, retailer of Carlyle, replied to the address of welcome on behalf of the retailers and thanked the mayor and Mr. Gass. He believed, he said, that the business of retailing is second to none. It is necessary to have good retailers. He believes that the people of this country were coming more and more to realize the difficulties of the merchants, and the sooner they realized them, the problems of the association would greatly disappear. In speaking of the middleman, Mr. Stockton stated that he is performing a service that is necessary, and as the people demand it and are paying for the same there should be no kick coming. It is up to the retail merchants' association, however, to see that there were no more middlemen than the people want.

The President's Address

Jack Wood, of Swift Current, president of the association, referred to the financial difficulties of the past year or two. "We have been forced to study the strictest economy," he said, "in order to bring the association to the position in which it now stands. No doubt as many of you are aware, our financial conditions did not appear any too rosy last year, but through cutting down the different departments and overhead expense, we are glad to say we are in a strong position.

"The financial position of many of the merchants was still not as good as might be desired, but it was steadily improving, and the members of the organization might look to a brighter future." Speaking of the discontinuance of the collection department, which had been maintained by the association, he said it had been decided to drop it because it was costly and it had never given the service it was originally intended to give.

"The reason why this department did not pay," he continued, "is because the bills sent in by the members for collection were old debts on which every effort for recovery had been made before they were turned over to the department, and in many cases the majority of them were impossible to collect. Under this condition the association was not given a fair chance to make good. The cost was more than we could afford to pay for the service, and therefore it was discontinued, which had also resulted in the cutting down of the staff and further economy."

He referred to the amendments enacted at the last session of the Provincial Legislature to the Hawkers and Pedlars Act. They were partly satisfactory, but further representations must be made before the government in regard to this contentious law.

He referred briefly to the freight rate problem and said that the association was strongly represented on group dealing with this problem and the members might expect results.

Mr. Wood pointed out the cash and credit systems in vogue in the province, and stated that more retail merchants to-day than ever before were doing a strictly cash business. The members might emulate the systems adopted by the mail order houses of the country, and would do well in adopting their system. In conclusion Mr. Wood thanked the executive that worked with him during the year to make the work of the association so successful.

Unable To Be Present

J. A. Banfield, Winnipeg, president of the Dominion Board of the Association was to have spoken at the convention but a telegram was received from him stating it would be impossible for him to attend. He extended his congratulations to the assembled delegates and wished the convention success.

A telegram from the officers and board of the Ontario Provincial Association containing greetings to the Saskatchewan Convention was received and read to the audience by the chairman, J. Wood.

The exhibit of manufacturers and wholesaler producers in the basement of the city hall received many visitors not only among the delegates attending this convention but also among citizens.

Income Taxation Discussed

In his address on taxation P. McAra, federal inspector of taxation for Saskatchewan, outlined his work. He referred to the difficulties he has encountered in reaching all the taxpayers and finally went into technical details in regard to filling out of returns by merchants. The West is a difficult place to collect taxes with its population scattered over miles of country. It is relatively easy to collect taxes in an urban community but to go into the highways and byways of Saskatchewan was work for a large and highly efficient organization. In respect to the willingness of the people to comply with the act, the Province of Saskatchewan was up in the front rank of the Dominion. Mr. McAra gave figures of tax collection in this province for 1920, stating that in that year there was a gross income of $40,000,000 out of which no tax was collected because of the exemption provisioned in the act. About 100,000 families filed returns in that period and about 50,000 of them were not assessable. These figures were exclusive of the income derived from mercantile businesses. There were several classes of retailers doing business in the West and the worse ones were those who did not see the necessity for annual stock taking. The ones who did not worry about the wholesalers and the banks and the one who did not see why he should submit to the government a statement of his expenditure and revenue assets and liabilities. The speaker declared that the branch of the department in Saskatchewan was trying to make friends of the people. It was trying to make the merchant, the professional man and the worker co-oper-

ate with it, for that is the only method by which it could be efficiently operated.

Dean Rutherford of the University of Saskatchewan in addressing the retail merchants of Saskatchewan remarked that the big problem of retailers, farmers and every citizen of the province was to strive to establish permanent homes, thus making for the progress and stability of Saskatchewan.

Say Banks Have Advantage

A question of importance was presented by the executive committee in regard to the Dominion Government Bank Act, section 88 which allows banking institutions to take liens on crops, threshed grains or seed grain in return for loans to the owners and does not make it necessary for these liens to be registered within a certain time limit as other instruments are required to be. It is explained that a lien taken by a bank is the first charge in all cases against the grain or chattels or stock of a farmer. It may be taken in secret, that is by agreement between the bank and the owner who is accepting a loan and is not registered and in reality gives the bank power of attorney.

Secretary F. E. Raymond read a letter which stated that he had confidential information from a bank clerk that arrangements were being made between the elevators and the banks under which all grain cheques issued during 1922 and 1923 would only be made payable to the persons to whom the cheques were issued. This would be a very serious matter to the retail merchants as it would mean that if this action were taken the grain cheques would have to be paid through the local banks, and when the latter were creditors, they would seize the money before the creditor merchant had a chance to get his share, even though it was the intention of the owner of the cheque to divide up the proceeds.

A. J. Humphries of Raymore, said that a farmer had told him that a bank manager had stated that all grain cheques must be cashed through the bank. While he characterized this as a bluff he expressed the opinion that it was a practice which should be discountenanced.

This was generally conceded to be an injustice to creditor retailers who are thus excluded from ascertaining prior claims to their own. A resolution was unanimously passed urging the federal government to amend the bank act requiring such encumbrances to be subject to registration.

Secretary's Report

Provincial secretary F. E. Raymond made his report in part as follows:

The year through which we have just passed has been one of re-adjustment for us as it has been for you who are actively engaged in commercial pursuits. You have felt the pinch of falling prices and have had to take your losses, in some cases serious in the extreme. Doubtless, there are those among you who protected against this loss by taking advantage of a rising market in previous years as you were quite justified in doing. Many did not do so, but rather gave to their customers full advantage of the price at which they were able to buy. As a result of this, there are some who found it extremely difficult to tide over these strenuous times, and have only been able to do so because of leniency shown them by their creditors. The situation has been accentuated by the conditions surrounding the 1921 crop from the time it was put into the ground until sold. As you all know the crop was sown and harvested under war prices and about the time it was ready for market the price dropped to practically a pre-war basis, with disastrous results to the agricultural interests. This reacted with almost equally serious effect upon the retail trade for two main reasons. First, that quite generally speaking, retail merchants were unable to collect their outstanding accounts. Secondly, because buying among those interested in agriculture was restricted to a very large extent. This condition still obtained, although perhaps not to the same degree because of the favorable prospects surrounding crop conditions at the present time, and because also of those who were able to hold grain for a time secured a better price for it, which allowed them something to the good on the year's operation. There is a lesson here which I think we can all take to heart to good purpose and that is the utter dependability of the commercial life of the country upon agriculture, and I feel that we should strive with all the forces at our command to assist agriculture to the very limit of our ability.

The conditions which I have very briefly outlined have, of course, had their effect upon the Association through falling membership and in other ways which will be dealt with in some detail later on in this report. However, I am pleased to say that owing to the vigilance of your Provincial Executive we have weathered the storm successfully and are now in an easier position financially than we have been for some time. We have not been able to do all that we would like to have done, by way of holding meetings in various parts of the Province. That the importance of this is appreciated is illustrated by the fact that we have been requested during the course of the year to arrange for meetings at which merchants from a number of towns would be brought together at some central point. We were compelled to forego them for financial reasons.

During the months of August and September we were privileged to have with us our Dominion President, J. A. Banfield of Winnipeg, and our Dominion Secretary, E. M. Trowern of Ottawa, who, following the close of the Dominion Convention at Winnipeg, addressed meetings at Regina, Moose Jaw, Swift Current, Prince Albert, North Battleford, Saskatoon and Yorkton, at all of which the attendance was good. In every case the merchants in the district surrounding the city where the meetings were held were circularized, which resulted in quite a number from outside points being present on one occasion. It is my hope during the coming year to arrange a number of meetings throughout the province and to have at each one a speaker of some note along commercial lines in addition to an Association representative.

Closes Collection Department

We found it necessary in January of this year to close our Collection Department in the Provincial Office in so far as the handling of accounts on a commission basis is concerned, owing to the loss incurred in its operation. Moreover, due to existing conditions the results being obtained were not satisfactory to ourselves, nor were they to those for whom we were handling the accounts.

Decrease in Membership

Our membership at the present time is somewhat less than it was at the beginning of January, 1921, but it has not decreased to the extent that one might think considering the trying times through which we have passed. Many of those who have not renewed their membership would have done so gladly had they considered that their financial position warranted them in doing so. Whether they were justified in taking this stand is an open question, but the fact remains that they could not see their way clear to pay out any more money for any purpose than was absolutely necessary. Our actual paid up membership on December 31, 1921, was 2,157. At the present time it is 1912. A decrease of 245 covering a period of seventeen months. This reflects a considerable amount of credit on our two organizers, Messrs. McQuarrie and Anderson, and also speaks well for the esteem in which the association is held.

During the year six executive meetings and two interviews with the Government were held. We were also represented by our president and two other members of the Executive at a joint conference called by the Government on November 11, to consider general conditions. With but one exception all members of the Executive were present at, and took an active part in the proceedings of our Dominion Convention held in Winnipeg last August.

At our first interview with the Government which took place on October 11 and which in addition to the Executive, was attended by representatives of the Music Dealers, Grocers and Butchers Trade Sections, the following legislation was proposed.

1. An amendment to the Hawkers and Peddlers Act, exempting piano and organ salesmen from the necessity of taking out a Provincial license, also to provide for more stringent regulations governing the sale of meat by farmers and others not regularly established in the business.

2. An amendment to the Attachment of Debts Act reducing the amount of the exemption from $75 to $50, also to provide that no exemption will be allowed in the case of accounts incurred for food and clothing in addition to board and lodging.

3. An amendment to the Egg Marketing Act to provide for compulsory marking on the part of the producer.

4. That in the case of the Government appointing a Municipal Tax Commission, retail merchants be allowed representation on the same.

5. An amendment to the Small Debts Act to provide for a Judgment Summons.

6. An amendment to the different Municipal Acts affected giving the right

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T. H. MASTERSON, REGINA, IS ELECTED PRESIDENT

Election of officers for the ensuing year resulted in T. H. Masterson, Regina, being elected president; G. G. Wray, Regina, 1st Vice-President; Ralph Miller, Prince Albert, 2nd Vice-President; A. J. Humphries, Raymore, 3rd Vice-President; S. E. Fawcett, Saskatoon, Treasurer, and F. E. Raymond, Saskatoon, Provincial Secretary.

J. Wood, of Swift Current, expressed the pleasure he had in his work as president and paid a warm tribute to the assistance rendered by the executive and the devotion of the staff of the provincial office.

T. G. Masterson, the newly elected president, in accepting office expressed appreciation of the services rendered by his predecessor, Jack Wood. The merchants endorsed the remarks by rising and singing "He is a Jolly Good Fellow." Three cheers and a tiger.

Retailer Holds The Strategic Position

"If it Were Not for the Work of the Retailer the Whole Economic Fabric Would Collapse," Declares Prof. Swanson of Saskatchewan University in Addressing R.M.A. Convention—Premier Dunning Urges Patience in Matter of Credits

By Staff Correspondent Hardware and Metal

REGINA, Sask.— Addressing the retail merchants of Saskatchewan at their annual convention, on the occasion of their banquet on the closing evening, Hon. C. A. Dunning, Premier of Saskatchewan, was the chief speaker. The newly elected president, T. H. Masterson was in the chair. Other speakers on this occasion were W. W. Swanson, professor of economics at the University of Saskatchewan, and N. S. Jones of Hamilton, Ont.

In the course of his address the Premier enumerated some of the more important resources of the southern part of the province, dealing with their recent progress and the possibilities for future development on a large scale, instancing the clays, sodium sulphate deposits, epsom salts and lignite coal.

Premier Dunning, speaking on the problem of credits as related to existing conditions, declared there were three kinds of credits; merchants' credits, wholesalers' credits and bankers' credits. The trouble with all three classes of credits in the past had been that when credit was not needed badly it had been very free but when it became a vital necessity they had all got cold feet. Credit had always been either too free or non-existent. In the matter of credit they had been extremists.

Referring to the credits extended by merchants to their customers, the Premier said Providence had not intended that one crop should pay for the debts of five years and he urged them to "be easy and if you cannot be easy, be as easy as you can." The province of Alberta, he said, had had to pass legislation to compel creditors to be easy. He did not want to see legislation of that kind enacted in Saskatchewan and he felt sure as the result of conferences the Government had had from time to time that such legislation would not be necessary here.

Unjustly Criticized

Prof. Swanson, in his address, remarked that retailers and wholesalers had been unjustly criticized on the ground that they stood between the producer and consumer, but people did not stop to consider the countless services they rendered between the production of the raw articles and its receipt by the consumer. If it were not for the work of the retailer and the middleman the whole economic fabric would collapse. The retailer held the strategic position in the realm of commerce and if he did not live up to his responsibility there was suffering all along the line.

It was decided to hold the 1923 convention in Prince Albert in June and a proposal to adopt the policy of pooling fares of delegates attending the convention in future as a measure for distributing the burden of traveling expenses equally among the delegates.

The speaker emphasized the necessity for proper preparation for the business of merchandising. Both farming and retailing were highly scientific industries and special preparation was necessary to ensure success and to render service. If the retailer prepared for his job he had one of the biggest opportunities and tasks in life. Some of the troubles of the present day were due to the fact that men had gone into the business in a haphazard way without making efficient preparation. It was not only necessary to prepare beforehand but after they were in business it was essential to be on the alert and to keep up-to-date.

In this province it was the first duty of the retailers, professional men, and everyone who made a livelihood here to understand the problems of others and particularly the problems of the agricultural classes. In this province above all else it was necessary they should be rural minded. Their first obligation was to study the problem of the farmer, not in an academic way but by linking up with his organization and activities. They could not as a class achieve anything unless they linked themselves in close association with other classes of the community.

Favors Cash Basis

Another necessity for the present day was to get down to a cash basis of doing business, or nearly as possible to a cash basis. People had been spending too much on things that counted little in life. Until people met their debts they had no right to the moving picture class of luxuries.

In his concluding remarks the speaker emphasized the importance of co-operation among the retailers to promote efficiency, co-operation with one another and co-operation with their employees in order that real service could be rendered. What was needed was the kind of co-operation that sank personal differences for the benefit of the community as a whole. They must get that kind of thing in the local community if they were going to have it the world over.

SASK. RETAILERS DISCUSS MANY QUESTIONS

(Continued from page 49)

to assess as stock in trade such commodities as flour and feed, handled through grain elevators and sold in a retail way.

Our suggestion that the marking of eggs by the producer be made compulsory was also looked upon with greater favor than on former occasions, and while the Egg Marketing Act itself does not require this, regulations have been passed which provide that upon request, the producer shall be furnished with a stamp for that purpose. A meeting of retail merchants interested together with representatives from the department of Agriculture, the wholesalers and the transportation companies to discuss this whole matter has been arranged for during the course of this convention.

We were given no encouragement in connection with our request for a Judgment summons under the Small Debts Act and in spite of repeated efforts have not been successful in this respect. No particular objection was taken to our request that provision be made for assessing flour, feed, etc., sold in a retail way from grain elevators and we were promised that the matter would be given full consideration. Evidently, however, the Government could not see its way clear to grant this request as no amendment to the Act was passed.

S. F. Fawcett, treasurer of the Saskatchewan association presented a financial statement of a very healthy character showing a surplus on May 31, 1922 of $5,-095.29.

Those in Attendance

The following Saskatchewan merchants registered as delegates to the Convention. R. Maze, Assiniboia; John G. Klotz, Alan; A. T. Forrester, Aneroid; H. Elliott, Admiral; W. M. Sisson, Assiniboia; S. Pergamit, Aneroid; T. G. Grosby, Broderick; S. Whittaker, Briercrest; Harvey Ashton, Briercrest; Andrew Walton, Benson; A. H. Griffiths, Benson; W. M. Johnston, Corinne; G. W. Stockton, Carlyle; W. J. Robinson, Davidson; M. Bronstone, Darmody; Ben Brachman, Edenwold; T. B. Dynes, Fleming; A. Wedin, Griffin; D. Brownstone, Herbert; A. M. Brownstone, Herbert; George B. Sharpe, Herbert; J. F. Funk, Herbert; J. A. Leoppky, Herbert; Roy J. Rinker, Hazenmore; F. J. Hoskin, Hearne; T. E. Maxwell, Grand Coulee; W. M. Aitkin, Gull Lake; S. J. Smith, Gull Lake; W. Thatcher, Limerick; S. K. Gryde, Leader; H. A. Stone, Leader; F. W. Dalzell, Liberty; S. S. Hall, Lloydminister; K. M. Taylor, Moose Jaw; C. Williams, Moose Jaw; Hugh Rorison, Moose Jaw; J. W. Allen, MacRorie; W. E. Clothier, Indian Head; R. C. Finley, Kincaid; J. A. Williams, Kincaid; J. Haddadd, Kincaid; William Maxwell, Kincaid; A. J. Wyman, LaFleche; John Bullied, Lumsden; W. B. Scott, Langham; W. Ballingall, Moose Jaw; George J. Morrison, Moose Jaw; Clem Alexander, Moose Jaw; A. B. Tedford, Mortlach; A. T. Breton, Montmartre; E. E. Andrews, Moose Jaw; A. F. Haddad, Meyronne; R. A. Miller, Prince Albert; R. Foret, Pontiex; H. S. Andrews, Pangman; A. M.

(Continued on page 68)

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Much Imported Hardware Coming to B.C.

Sporting Goods, Toys and Other Hardware Arriving From European Countries—Better Anticipation of Future Requirements by Buyers

VANCOUVER, B. C.—More of a spirit of optimism is evident both in jobbing and retail circles. The holiday period is at hand but it is having little effect upon buying which continues to be steadily maintained. Buyers are taking no chances on overstocking and are purchasing very little in advance of immediate needs. Vessels arriving from the Atlantic seaboard are bringing in small lots from the Old Country and the continent. German toys are being carried in increasing lots, production costs being such that American goods are being left across the line.

Sporting goods houses in one or more instances have increased their staffs to provide for the early summer demand which is unusually heavy. Baseball is having a record season and local houses are sharing the resultant trade. The trade also reports good business in fishing tackle particularly during the week-ends. All this is having a good effect upon the business of the distributing houses. Several new lines of tennis racquets have been introduced here this season and have met with success particularly a French line—new to the trade—which is retailing at $15. In a recent article in a local paper it was stated by one who had studied the question, that playing on the public and private courts in Vancouver were upwards of 10,000 players.

Trade is showing a gradual improvement from upper country districts. For a considerable time buying has been on a hand to mouth basis but conditions are becoming more settled and retailers are in a better position to anticipate their requirements. Activity continues in the gold strike area of the Cariboo and as a consequence shipping orders have been of fairly good volume this week.

Distributors report more promptness in payment of accounts although on Vancouver Island collections are more tardy.

On the mainland special sales have been limited this week, only two houses making any display of cut price offerings. For the last three days of this week one house is giving low prices on standard weight aluminumware. In the list are double boilers at $1.48, ten-quart dishpans at $1.63, combination cookers at $2.54 and saucepans at $1.18.

Auto accessories are also in the list of specials of another house. Tire covers of $4 value are priced at $2.25, No. 2 Niagara jacks at $3.45, spotlights with mirror attachments at $6.65 and Dodge seat covers for $14.85. A refrigerator is on the market this week at $18.25 against the regular price of $21.50. This however, is a one day sale only. Suit cases, hand bags, valises and trunks have been sharply lowered. Other lines have been changed very little within the week.

WESTERN CANADA NOTES

Rouleau Hardware Co., Ltd., Rouleau, Sask., has been incorporated.

C. McMurachy is commencing a hardware business at Hamiota, Man.

Dauphin, Man.—Jacob Slopen is commencing a hardware business here.

The Standard Sheet Metal Works and Roofing Co. has started business in Vancouver.

Morris, Man.—Mitchell Bros. have sold their hardware business to W. W. Humphries.

The Campbell Hardware Co. has been formed in Vancouver to engage in the retail trade.

John Gilchrist, manager of the National Cash Register Co., Glasgow, was in Vancouver this week on a pleasure trip.

Howard Hill manufacturers' agent of Regina, Sask., has just returned from a business trip to Alberta and British Columbia.

This week's incorporations include the name of the Western Canada Radio Supply Co., head office Victoria, B. C., to carry on the business formerly operated by Kenneth G. Moffat. The capital is $50,000.

British Columbia continues to ship about 1,250 tons of copper to the Atlantic refineries every month. The increased movement together with the advance in price is having a very favorable effect upon the mining industry of the province.

The Inter-Empire Trade Development Co. Ltd., a Vancouver company has just been incorporated at Victoria. The purpose of the concern is to introduce to the Canadian market goods manufactured in England or produced in other parts of the Empire. At the first meeting this week, the following officers were elected: Lieut.-Col. G. D. Hamilton, president; Capt. D. F. Gorrie, sec.-treas., and Dr. J. W. Mahan, managing director.

MOOSE JAW HARDWAREMEN PLAY BALL

Moose Jaw, Sask.— The McKenzie-Stewart baseball team defeated the Moose Jaw Hardwaremen by a score of 9 to 4 in a recent game. Features of the contest were the home runs by Pallie Pascoe of the Hardwares, and Robinson of the McKenzie-Stewarts, and three-baggers by Peterson and Innes of the Hardware team.

The teams lined up as follows:

Moose Jaw Hardware—McCulloch, 2b; Pascoe 1b; Nairn ss; Peterson 3b; Mowbray lf; Banting p; Gibson rf; Innes cf; Bryant c.

McKenzie-Stewart — Henderson cf; Robinson 2b; Macdonald 1b; McKeown ss; Hunter rf; Lee 3b; Patterson lf; Johnston, Haigh p; Dixon c. Umpire, Nairn.

PAINT COMPANY IN CALGARY

The Rocky Mountain Paint Company, recently incorporated, which has located in Calgary, controls vast deposits of color-bearing material in the western area of the Province and is utilizing these western resources in the manufacture of paints and colors. Arrangements are said to have been made for placing the local products on the western markets.

CALL IT ZINC

At a recent meeting of the Birmingham (England) Metallurgical Society, the example of the United States in abandoning the use of the word "spelter" and also in regard to standardization was commended.

BETTER TOOL DEMAND

A better demand for taps, dies, gauges and various lines of small tools is reported from some quarters. The Greenfield Tap and Die Co., Galt, state that recent orders indicate a much more encouraging buying tendency and are in larger volume.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

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TORONTO, JUNE 17, 1922

May Be Handicap to Merchandising

THE AMENDMENTS to the Budget of the Minister of Finance as made just prior to the adoption of the measure make some changes of interest to the hardware trade. The change in the stamp tax will be welcomed as some slight alleviation of the difficulties expected from the former legislation. The automobile tax is reduced on cars valued over $1,200. Provision has been made for valuing for duty goods imported from countries where the currency is at greatly depreciated value on the basis of the English value of such goods. This will likely make little difference in the practice followed by importers under the former regulations, namely, importing German merchandise through Holland.

The new tax on receipts, as dealt with elsewhere in this issue, is one of the most interesting changes because of its novelty on this continent. A leaf has evidently been taken from the experience of European countries in this regard where this tax is applied in such a way as to be productive yet not onerous. The regulations have yet to be framed for the Canadian receipt tax, and in so doing it would be well for the government officials to keep in mind the fact that the present operation of the Sales Tax is such as to make any further increase in the retailers' overhead expenses most undesirable. A tax on counter receipts payable by the party issuing the receipt would not only increase retailers' overhead expenses but be a distinct handicap to merchandising comparable to the luxury tax stamps formerly in use. Means are wanted to-day to facilitate merchandising rather than to make it more difficult.

And Nobody Benefits

A YEAR AGO now Hardware and Metal first published under strike conditions. On the first of June, 1921, the mechanical department of this company and of many other publishing houses in the city were deserted. Since then the majority of these concerns have operated in defiance of the ill-considered order issued from Indianapolis and the unions have paid nearly $1,000,000 in strke pay.

The whole thing has been unfortunate. The union officials foolishly made demands for higher pay and shorter hours at a time when the public were calling for lower prices all round. The publishers realized that they could not pay these increases because conditions were such that they could not make increases in their charges. Backed by public opinion they have been able to carry on in the face of the strike. They have lost a lot of good workmen but they have by now been able to organize on a basis which permits of normal production.

The men have either found other employment or they are still existing on the funds paid out by the union. Their organization has paid out nearly $1,000,000 and as this has in no way meant production it means that this money collected from the wages of workers has been dissipated by those who have become loafers not because of individual desire on their part but because their leaders failed to realize that unionism cannot successfully combat economic conditions.

"Spilling the Milk Into Hardware Coffers"

ONCE AGAIN our electrical contemporary, which has been assailing the hardware trade for selling electrical goods, has broken from the ranks of propriety in venomous denunciation of every other trade but the electrical contractor dealer, who dares embark upon the sale of radio supplies.

We would suggest taking a look at the situation which has developed in the United States where merchants have had longer and broader experience in the sale of radio supplies. There unfortunately practically every store, hardware, electrical, opticians, drug stores, novelty shops, music stores, etc. are handling radio supplies and every one is getting a share of the business. This may not be altogether desirable but it is an indication of the futility of laying claims to exclusive distribution of such supplies when enthusiasm is at such a height that people will buy wherever they see supplies on display. Those who have returned from Detroit say they have watched radio "fans" walk from one end of Woodward Avenue to the other, and stop in front of every display of radio supplies irrespective of the store in which the display is made.

While the industry is in a comparative stage of infancy in Canada it may be possible to avoid such a broad ramification in the distribution of this equipment, but the electrical dealer certainly has no claim to exclusive distribution in any sense of the word, certainly not as much as the music dealer who figures in it from an entertainment standpoint, or the hardware merchant who is the natural source of supply for many radio requirements. Of the lot, the hardware merchant has so far proved himself the best merchandiser of radio equipment, both in the United States and in Canada. Having in mind the words expressed to Hardware and Metal by Mr. F. D. MacKay, manager of the Canadian Independent Telephone Co., namely, that it was up to the merchants themselves to show manufacturers who were best able to merchandise this equipment, it would seem to indicate that the hardware trade was well in the lead.

At a meeting of the Toronto Hardware and Paint Club held this week, W. Walkover, official of the Cam-Fish Co., Ltd., distributors of radio supplies, stated "the hardware trade are the natural purveyors of radio equipment and a splendid field for business in this line is open to those hardware merchants who develop it."

This situation answers well the heading on our contemporary's editorial "Who does the radio business belong to?"

An indication of how great is the wrath of this editorial against the hardware trade is given in the following excerpt: "But are we going to cry over spilt milk—spilled into the coffers of the hardware and department store? Don't let's do it. Let us have backbone enough to write our past losses off as 'experience' and set our teeth against spilling any more milk."

If the hardware trade were presumptious enough to offer advice to the electrical trade it would be that something more than their teeth should be set in order to make sure that no further milk will be spilled.

Events in the Trade

NEW FIRMS

N. Smith has commenced a hardware business with an up-to-date store at 2443 Yonge St., Toronto, Ont.

F. S. Newton of Essex, Ont., is leaving shortly for Windsor, where he has secured premises on Church St., and intends opening a hardware store early in July.

FIRE LOSS

Georgetown, Ont.—R. H. Thompson, hardware merchant suffered loss by fire.

OBITUARY

Death has claimed one of Wyoming's pioneer citizens in the person of John A. Rice, hardware merchant, aged 76 years. Mr. Rice came to Lambton county over 50 years ago and assisted in clearing up the land adjacent to that upon which Wyoming village now stands. He leaves an invalid widow and five children.

Wm. G. Cooper of the Mechanics Supply Co., Quebec City is dead.

Hiram J. Willard, age 73, hardware merchant died in Chatham Ont., following an illness of nine weeks' duration. Born in Amherst Island in 1849, the late Mr. Willard came to Tilbury Township when eighteen years of age, moving to Chatham in 1897. In 1911 he entered into the hardware business, retiring a few years ago. Surviving are two sons and one daughter.

PERSONAL

John S. Boa of Lefevre Arms Co., Utica, N. Y., visited the Montreal jobbing trade this week.

Kenneth Armstrong, formerly of the Bank of Commerce, has taken a position in the Lochead Hardware at Forest, Ont.

P. J. Pybus, Managing Director of the English Electric Co., was in Toronto and proceeded to St. Catharines to inspect the plant of the English Electric Co. of Canada.

Pilkington Bros., Ltd., have received the total contract for plate glass, window glass, mirrors, etc., on the Mount Royal hotel, Montreal. Also the store front fixtures for the retail stores on the ground floor.

Howard Crummer and Chas. McKerlie of Cowan Hardware Ltd., London, Ont., were visitors at the Toronto office of Hardware and Metal this week and with a representative of Hardware and Metal visited a large number of Toronto hardware stores with a view to picking up new ideas for the big Cowan store now in course of erection at London. The new store will be about 40 feet wide by 185 feet long and four stories high. The store will have two strictly up-to-date entrances, one on Dundas st. and the other in the market square. It is expected that the new store will be in shape for business by October.

PROGRESS ON NEW STORE

Work is proceeding rapidly at London, Ont., on the steelwork for the splendid new store of the Cowan Hardware. The firm has also bought a large garage building on York St., and is adding another storey to it and will fit it up for offices.

HARDWARE FIRM SUPPLY LARGE LOCK ORDER

Walkerville, Ont.—Long & Wilson, hardware merchants, supplied the locks for the new Prince Edward Hotel in Windsor. In all there are 1,041 keys needed for these locks.

DOMINION INCORPORATIONS

British Empire Cutlery Corporation, Ltd., head office Welland, capital $1,000,000 to manufacture, grind, polish, knives, scissors, razors, tools, etc. Incorporators include G. T. Grantham, manufacturer.

Canadian Distributing Co., Ltd., head office Montreal, capital $50,000 to act as manufacturers' agents and distributors of cutlery, silverware, glassware and hardware.

Ciba Co., head office Montreal, capital $100,000 to manufacture and deal in pigments, guns, oils, glues, chemicals, metals etc.

CITY MERCHANTS SPEAK AT PERTH

Perth, Ont.—Local officers of the Retail Merchants' Association of Canada addressed a large and enthusiastic meeting of members of the Perth Branch of the Ottawa District and Eastern Ontario Branch of the Retail Merchants. The Ottawa party included Henry Watters and J. C. Campbell, respectively president and secretary of the Ottawa and Eastern Ontario Branch; F. R. Perrott, assistant Dominion secretary of the Retail Merchants' Association of Canada, and J. W. McElroy. M. Walker, of Perth, was the chairman of the meeting. Mayor Conway announced that the Town Council would shortly take action on a petition demanding the passage of an early closing bylaw.

OBJECT TO HOLIDAY ON JULY 3

Kingston, Ont.—The announcement that the Retail Merchants' Association have decided to close their stores and celebrate Dominion Day on Monday July 3rd., instead of on Saturday has aroused considerable criticism. The merchants themselves are not a unit on this matter of changing the day, and some have very strong objections to the practice which they say is making the observance of our national holidays very ridiculous.

Some of the merchants who were not at the meeting of the Retail Merchants' Association, when it was decided to make the change are in favor of asking the city council to proclaim the national holidays to be observed on the right date, excepting Sunday, so that all citizens may observe such days at the proper time.

"As it is now," one merchant pointed out, "owing to the juggling by a certain number of merchants, part of the people celebrate on the right day others on another day, and all are more or less inconvenienced. Moreover, the patriotic object of the holiday is utterly lost because the business interests of a few predominate over every other sentiment, a most deplorable condition of affairs to exist in a community."

HARDWARE HALF-HOLIDAYS

(Additions to list published in last week's issue of Hardware & Metal.)

ALBERTA

GRANDE PRAIRIE.—No half holiday. Close 6.30 p.m. except Sat. No daylight saving.

MANITOBA

KILLARNEY.—Thursday half holiday from noon June 1 to August 10. Close 6 p.m. No daylight saving.

SASKATCHEWAN

ASSINIBOIA.—No half holiday. Close 6 p.m. except Sat. No daylight saving.

ONTARIO

SMITHS FALLS—Wednesday half holiday from 12 noon, June, July and August. Close 6 p.m. except Sat. No daylight saving.

ALLENFORD—Wednesday half holiday, June to September inclusive. Open Tuesday, Thursday and Saturday evenings.

ST. CATHARINES.—Wednesday half holiday throughout entire year. Close 6 p.m. Observe daylight saving.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

PETERBOROUGH MANTLE SETS

The Peterborough Lock Mfg., Co., of Peterborough, Ont., announce that they are now producing a complete line of dome dampers, grates and mantle sets in various finishes both iron and brass. This line, to a great extent, is a new departure with this concern, the manufacturers, however, pointing out that certain of these products are not entirely new, but they now have the facilities for turning out such lines to a greater extent than formerly.

O. K. VACUUM BRUSH

An electric cleaner for use on upholstered furniture, stair-carpets, auto and carriage upholstery, and other household uses, is being made by the O. K. Machine Co., of Fort Wayne, Ind. This device is described by the manufacturers as a complete electric vacuum in itself, and they also especially point out that it is not an attachment. The total weight is three pounds, and the power is controlled by a handy thumb switch. Another feature is the elimination of the dust bag, the handle of this device being hollow and therefore acting as a receptacle for dirt, which can easily be removed and emptied. In addition to the air suction, the O. K. vacuum has a motor brush which the producers claim helps to loosen the dirt without injuring the article being cleaned.

RED DEVIL WRENCH

The "Red Devil" socket wrench is described by the makers as a wrench set that fits almost every bolt and nut on practically any car. It is manufactured by Smith & Hemenway Co., Inc., of Irvington, N. J. It is described as a useful set for the average car owner and mechanic. The sockets are of drawn pressed steel sockets fitting hexagon nuts and bolts. There are also three pressed steel square sockets and one spark plug socket.

NEW "SECURITY" FENCING

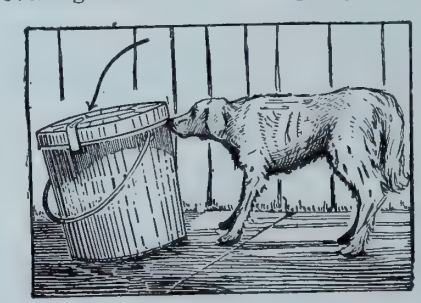
Security Fence Limited, Montreal, are now placing on the market their "Security" fencing. It is claimed that by the use of a new patented fence making machine, erosion, scoring and cracking of the galvanized coating on the wire is prevented. This Blashill machine handles the galvanized coil spring wire by a new method; eliminates rough and injurious usage of the wire, and produces fencing in one operation at a high speed. Security fence is also said to be distinguished by its vertical locks.

KINGFISHER CULTIVATORS

Garden cultivators in various styles are being manufactured by the Riverbank Mfg., Co., New Glasgow, N. S. These "Kingfisher" cultivators are described by the makers as light and durable, with every prong made from tempered steel. They are produced in five and three-prong styles, with handles of different lengths, from four to 14 feet. A line of Kingfisher stove shovels is also being made by the Riverbank Mfg. Co.

LOCK FOR GARBAGE COVERS

A new "Sure-Lock" for garbage can covers is being made by E. T. Wright Co., Limited, Hamilton, and is also being supplied with their regular garbage pails and ash cans. The manufacturers point out that this lock secures the cover against removal except by human hands. Dogs cannot "nose" off the covers—rats cannot claw them off—if the can falls over, the cover remains on. The lock is described as simple, but secure, while the covers can be put on or taken off by using one hand only.



WATERPROOF SANDPAPER

The production of a waterproof sandpaper, has recently been announced by the Minnesota Mining & Manufacturing Co., of St. Paul, Minn., U. S. A. This new product is described as taking the place of pumice stone on certain classes of work, while it can also be used when dry as a substitute for ordinary sandpaper. It is expected to be especially applicable to the automobile painting trade. It can be used with water in rubbing out color varnish coats, and also on first coats of rubbing varnish. The water is said to be a factor in keeping down all dust, especially in work of this nature.

STEEL SASH CHAIN No. 00

The Smith and Egge Mfg. Co., of Bridgeport, Conn., has recently placed on the market a new steel sash chain No. 00. This is described by the manufacturers as being especially applicable for sash weighing not over one hundred lbs. The tensile strength is stated to be 250 pounds, and the chain is made from cold rolled steel, .035 thick. It is supplied in plain finish or can also be furnished in both copper plated and sherardized finishes, if desired. The manufacturers also recommend it for any other purpose where a strain of not over one hundred pounds is experienced. This sash chain is put out in 500 foot lengths on a steel reel.

NEW STARRETT TOOLS

The L. S. Starrett Co. has recently issued a special supplement to its No. 22 catalog, in which are illustrated and described seventeen new Starrett Tools of interest to many machinists. Among them are the following:

Metal case for 1″ micrometers; nickel plated; made with round corners; lined with velvet.

Micrometer depth gauge: especially designed for mechanics requiring a depth gauge with 1-in. movement to the screw. Equipped with 3 measuring rods; capacity 0 to 3 inches, by thousandths of an inch.

Inspector's micrometer caliper gauge: facilitates accurate measurement of walls of hollow cylindrical forms.

Dial sheet gauge, for measuring the thickness of sheet products. A slight pressure on a thumb button permits the sheet to be inserted between two contacts. Release of the pressure causes the thickness of the sheet to be indicated on the dial.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THIS week's budget of price developments again includes both recessions and advances of an important nature. Higher quotations are recorded on bar iron and steel, galvanized sheets, black and blue annealed sheets, wrapping twines, candle wick packing, copper sheets, cotter pins and cement. Easier price levels are noted on linseed oil, manila clothes lines, the cheaper grades of cast rim locks, electrician's bits, asbestos pipe covering, and also sleighs for next season. A substantial drop has been announced in one brand of aluminum ware, while the issuing of another revised shoefinders' tack list brings a ten per cent. reduction on steel wire shoe rivets, heel or shoe nails, hob and hungarian nails and channel nails. The scrap markets continue to reflect a more active tone, while a re-action is apparent in ingot metals, copper and lead experiencing a quieter demand, with tin prices down one cent and antimony quotations slightly higher in some cases. Eastern market centres also record an increase of one cent. per lb. on various grades of solder. The influence of the coal strike is maintaining a strong tendency in practically all steel products, deliveries from the mills gradually extending with a brisk demand still evident. New tonnage is stated to be in excess of current shipments and prices continue to soar as producers are forced to utilize larger quantities of higher-priced coal. Current hardware business is reported as very good, seasonal lines registering a proportional movement.

Montreal Markets

MONTREAL, June 15.—A stronger tendency in the cotton market with its reflection on cotton twines and candlewick packing, features the hardware markets this week. Both of the above lines are advanced in price, twines three cents per pound and candlewick one cent. Cotton rope and sash cord are for the present unchanged but higher quotations on these in the near future would not be surprising. Slightly higher levels are quoted on the various grades of solder, the strength of metals on primary markets having a stiffening tendency on these products in recent weeks. Cotter pins have revised discounts and quotations are increased ten per cent. A price reduction is again announced on asbestos boiler covering and asbestos sheathing, while the cheaper line of rim locks have new lower prices. Plymouth manila clothes lines are reduced, also the Mephisto line of electricians' bits. A strong tendency is still apparent in the iron and steel trade, and galvanized sheets are again reported firm with an active demand.

REVISED QUOTATIONS ON ELECTRICIANS' BITS

Montreal.

A revision is made in the "Mephisto" line of electricians' bits, and following are new lower quotations:

BITS, ELECTRICIANS—	
10/16	6 00 doz.
11/16	7 00 "
12/16	7 00 "

COTTON MARKETS ON A FIRMER TREND

Montreal.

Following a period of fluctuations the raw cotton market in primary centres is now reported as firmer. This stronger tendency has reflected on certain finished products, but up to the present no change is made in cotton wastes on the local market. Sales of this product are now fairly brisk and show an appreciable increase over this period last year.

Following are unchanged local quotations:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

FIRM TONE EVIDENT IN WROUGHT PIPE

Montreal

Wrought iron and steel pipe are still reported on a firmer trend, and although list No. 54 continues to cover quotations, the present position of the market lends a strong outlook for the future. Improved demand at this season, coupled with recent gains made in the steel industry generally, has a strengthening effect, and although the recent tariff change announced in the Government Budget, tends to ease the market, domestic mills seem satisfied that this will have little or no immediate effect. Markets to the South have recently recorded an upward trend and with home demand on the increase, little competition is expected from this source for some time at least.

PRICES LOWER ON CERTAIN ASBESTOS PRODUCTS

Montreal.

A further reduction in prices is announced on asbestos pipe covering and sheathing. The former is now quoted at $1.50 per bag, a reduction of 40 cents, and sheathing is now quoted at $7.50 per 100 lbs. This is the second revision on these lines in recent weeks. Dealers state that keen competition is now playing an important part in these products, and although the undertone of the market is quite steady, price concessions are offered for attractive inquiries, size and specification of orders governing quotations to a great extent. Following are nominal prices:

ASBESTOS PRODUCTS—	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	60%
85% magnesia covering	45%
Boiler covering	$1.50 per bag
Asbestos sheating	$7.50 per 100 lbs.

SOLDER PRICES ADVANCED ONE CENT PER POUND

Montreal.

Quotations on the various grades of solder are advanced one cent per lb. the strength of metals on primary markets now reflecting on this product. Lead, tin, spelter and copper are reported a little easier but the strength of the past weeks has resulted in increased quotations being announced on both domestic and outside markets. Although fluctuations have occurred in these metals during the past few months, the present trend is thought to be of a healthier nature. Current trade in the finished products continues fairly brisk, building activity requiring supplies of many lines. Following are prevailing quotations:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs. sq. ft.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

EXPECT IMPROVED TRADE IN COMPRESSION GOODS

Montreal

Slightly increased trade, and a stronger tone in copper and other raw materials offer a little firmer tone in the market for compression goods. According to one local distributor, trade up to the present, has shown only a gradual improvement, but owing to the building program throughout the summer months a brighter outlook is now promised, the commencement of this trade only now being felt. Stocks in all quarters are at a low level, and with a healthier condition prevailing, the improvement is expected to be general. Quotations are unchanged at following discounts:

COMPRESSSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N.P. "P" and "S" traps	40%

SEASONAL ACTIVITY IN SOIL PIPE AND FITTINGS

Montreal.

Notwithstanding the revision in discounts last month, when both solid pipe and fittings were brought to higher price levels, a fairly brisk demand is reported in these products, building operations stimulating sales, especially in recent weeks. Dealers' stocks have, for some time, been at a comparatively low level, and a more active consumption demand would not allow a curtailment of buying which would naturally result through higher market values. This steadier buying movement, assisted by a firmer undertone in raw materials, is said to be maintaining a stronger tendency in the market than has existed for some months past. Following are prevailing discounts:

SOIL PIPE—

2 and 3 inch	40%
4 inch	45%
5 and 6 inch	40%
8 inch	20%
Fittings—	
2 and 6 inch	50%
8 inch	20%

NO FURTHER CHANGE IN RADIATOR DISCOUNTS

Montreal.

Manufacturers of boilers and radiators state that present trade in water and steam heating systems is fairly active, the movement showing a marked improvement in recent weeks. Building under construction has in many instances now reached the stage where heating systems are required. In this regard, one manufacturer reports that material for numerous installations are now being forwarded to buildings which are not yet ready for heating systems, and the recent announcement of reduced quotations has brought a considerable amount of this trade to hand. Bookings are also on the increase, doubtless being placed in an effort to get under cover at prevailing prices.

With this improvement in current trade, and the present firmer undertone in the market, as in other iron and steel products, a stronger undertone is evident in both radiators and boilers. The gradual elimination of price-shading, which is said to be now almost prohibitive at existing price levels, is also improving the situation on these products. Although revised discounts were originally effective only until the end of May, it is now stated that present quotations are indefinitely extended.

EASIER PRICES ON CHEAPER RIM LOCKS

Montreal.

New lower quotations are announced on the cheaper lines of cast rim locks, and No. 1516 or equal are now quoted at $3.00 per dozen. Porcelain, jet or mineral knobs are now quoted at $2.75 per doz.

MALLEABLE FITTINGS NOW QUOTED ON PIECE LIST

Montreal.

Local distributors of malleable fittings have now generally adopted the new piece list with a discount of 70 and 5 per cent. This new method of pricing, although effective from June 1st, was not uniformly adopted until this week. Quotations are little affected, the present discounts bringing prices practically to former net figures per pound. Other lines of fittings remain at former discounts, with trade continuing in fair proportions. Present quotations are as follows:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	28%
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do, long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70-5 per cent.

MODERATE CONDITIONS IN RANGE BOILERS

Montreal.

Manufacturers and distributors of range boilers describe present trade as fairly good, the requirements of home building construction stimulating sales in the past two weeks. Business apparent in these products during the spring months has been more or less spasmodic, but on the whole sales have reached favorable proportions with fair prospects for continued activity during the summer. There is no change in quotations, and while both net prices and list with discount is still being quoted, $8.75 is most generally quoted on the 30 gallon standard boiler. Following are list prices and discount:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.: Extra heavy, 40 per cent.

PLYMOUTH MANILA CLOTHES LINES AT REDUCED PRICES

Montreal.

A reduction in the quotations on Plymouth manila clothes lines is given and these are now quoted at $2.95 per dozen.

ADVANCED QUOTATIONS ON COTTON TWINE

Montreal.

The strength in raw cotton markets is now reflected in cotton twines, and quotations are advanced approximately three cents per pound. Following are new prices:

COTTON TWINE—

3 ply, in sacks, per lb.	0 48
4 ply, in sacks, per lb.	0 51
3 ply, in cones, per lb.	0 46
4 ply, in cones, per lb.	0 49

CANDLEWICK NOW QUOTED AT 54 CENTS PER POUND

Montreal.

Accompanying the revision in cotton twine prices, candlewick packing is also advanced in price, the present quotation being 54 cents per pound.

ANOTHER REVISION IN COTTER PIN PRICES

Montreal.

A further revision is made in quotations on cotter pins, and these are now advanced ten per cent. Resale discount is 82½-40-10 per cent.

STRONG TENDENCY STILL APPARENT IN STEEL MARKET

Montreal

Conditions in the iron and steel trade locally are little changed this week, quotations remaining between $2.90 and $2.95 among distributors, with the tone of the market still described as firm. Although it was expected that the higher figure would be uniformly adopted before this date, there are still a few jobbing houses quoting the lower level. However, prices are on a much more settled basis than they have been for some time past. The appearance of English pig lead on this market is said to have caused a slight disturbance, but owing to little variation in quotations, the importation of this material is not expected to have much material effect on the situation in the future. While the trend of the market is strong, the improvement is little encouraged by any increased buying movement. Trade during the spring months has been of a spasmodic nature, but on the whole does not yet reflect the improvement noted in southern markets. General sorting business continues in fair volume, but there is still the absence of bigger business. Prevailing quotations are as follows:

IRON AND STEEL—

Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SHEET DELIVERIES STILL SLOW FOR DEMAND

Montreal.

Demand for sheets is of a more active nature than in other lines of steel trade, and galvanized sheets in particular are still experiencing a brisk call. While this is undoubtedly one of the chief factors in maintaining a firm undertone in the market, there is still the question of available supply which is also assisting in this direction. Local stocks are still at a low level, and with the curtailment of shipments from mills to the south, a heavy call is made on sheets from overseas. Importers of the latter state that while there is no immediate indication of higher prices, the market will in all probability continue in a very strong position if demand continues active. Following are present quotations:

BLACK SHEETS—

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS—

English Standard—	Queen's Head	Fleur de-lis
28 gauge	6 75 to 7 25	6 50 to 7 00
26 gauge	6 50 to 7 00	6 25 to 6 75
24 gauge	5 90 to 6 40	5 85 to 6 35
22 gauge	5 55 to 6 05	5 40 to 5 90
18-20 gauge	5 35 to 5 85	5 25 to 5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

TIN PLATE, Coke—	
20 x 28 x 100 lbs. basis	13 00
20 x 28 Ic, 112s	13 50
20 x 28 IX 112s	15 00
20 x 28 IX%, 56s	9 00
20 x 28 I%XX, 56s	9 75
TERNE PLATES—	
20 x 28 IC, 112s	14 50
CANADA PLATES—Half Bright	
18 x 24 x 52s	5 40 box
18 x 24 x 60s	5 50 box
18 x 24 x 75s	5 65 box
WELSH CANADA PLATES— Polished—	
12 x 24 60s	7 25 box
18 x 24 x 52s	7 00 box

SLIGHTLY EASIER TONE IN SOME METALS

Montreal.

Metal markets have maintained a fairly firm tone although there are now signs that recent advances are drawing to a close, with a slightly easier trend in certain lines. Possibly this may not extend very far, but it is onlv considered natural that some re-action should take place after the steady advance of the past month.

TIN.—The London market has been a little easier this week with a decline to the £150 mark, and with exchange also lower the New York market has declined in sympathy. This is not surprising in view of ample stocks available and moderate consumption, especially on the continent. An irregular market is expected for a time but with little change in prices. Locally the market is easier at 35½ cents.

COPPER.—London has been easier in tone possibly owing to the failure of the International loan to Germany which it was thought would increase exports from this side. The situation in the U. S. A. is said to be quite satisfactory and domestic demand is better than export at the moment. At the same time lower prices would not be surprising. The local market is unchanged at 17½ cents for electro and 17¼ cents for casting.

SPELTER.— Demand for this metal continues good and there is as yet no sign of any weakening in price. The higher level prices naturally tend to increase production, but the coal strike is an important factor both with regard to production and consumption. The London market remains firm with supplies none too plentiful. Quotation is unchanged at 8 cents.

LEAD.—London at last shows a downward trend, although it is impossible to state how far this will go. This is hardly unexpected in face of a heavy premium for spot metal. The situation in the U. S. would appear to be quite sound and at the present time there is no apparent cessation in demand with no foreign lead available to steady the market. Local price is a little easier at 6¾ cents.

ANTIMONY.—This metal is slightly firmer in New York but supplies are still plentiful and little change in prices is expected. Chinese is quoted at 6¾ cents, and high grade English at 7½ cents.

ALUMINUM.— Aluminum remains dull on the local market with quotations unchanged at 24 cents.

Toronto Markets

TORONTO, June 15.—Another extensive budget of important price developments is apparent in the current hardware markets. Both declines and advances are again numerous, the reductions appearing on such lines as aluminum ware, shoefinders tack list, manila clothes lines, and sleigh quotations for next season. Higher price levels are recorded on wrapping twines, bar iron and steel, galvanized sheets, black and blue annealed sheets, cement, and sheet copper. Other steel products such as corrugated sheets, and wrought piping reflect a strong primary market, while scrap materials continue to show more activity. A re-action is now apparent in ingot metals, tin prices having receded one cent, while antimony has been advanced one-half cent in some cases.

PRICES ON BAR IRON AND STEEL AGAIN RISE

Toronto.

Another increase of ten cents per 100 lbs. has been recorded in local quotations on bar iron and steel, angle iron and tire steel. This change places the average local base on bar iron at $3.00, although it is admitted in certain quarters that large buyers can still purchase at the previous level of $2.90. However, these revised quotations are reported generally adopted for small purchases, and also local price levels on a more uniform basis with other domestic market centres. Reflection of higher production costs—some of which are undoubtedly attributable to the coal strike

—combined with brisk activity in warehouse and jobbing centres, has resulted in a strong market in steel products generally. Revised local prices follow:

IRON AND STEEL—

Mild steel bars, base	$ 3 00
Mild steel bands, 3-16 in. base	3 50
Bar iron, base	3 00
Angle iron, base	3 10
Horseshoe iron	3 75
Tire steel	3 25
Spring steel	6 00
Sleigh shoe steel	3 00
Hoop steel	4 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

PRICES REDUCED ON MANILA CLOTHES LINES

Toronto.

Prices on manila clothes lines show a slight reduction this week, these products now being quoted at $3.00 per dozen.

WRAPPING TWINES NOW HAVE HIGHER PRICE

Toronto.

Prices on wrapping twines have been advanced approximately three cents per lb., this development being solely attributed to the sudden upward course of raw cotton prices. Quotations on the raw cotton markets recently took a wild leap, increases as high as $4.50 to $5.00 per bale having been recorded. Big rains in southern territory, resulting in a heavy covering of available stocks, places the cotton market generally in a technically stronger position. Other cotton lines such as sash cord, cotton ropes and clothes lines, at present remain unchanged in price. New prices on wrapping twines follow:

WRAPPING TWINE—

5-lb. sack, 3-ply, lb.	$ 0 51
Do., 4-ply, lb.	0 53
Cones, 3-ply, lb.	0 48
Do., 4-ply, lb.	0 50

TEN PER CENT. REDUCTION IN SHOEFINDERS LIST

Toronto.

A revised shoefinders tack list effective from June 7, has been announced with an approximate reduction in effect on steel wire shoe rivets, heel or shoe nails, hob and Hungarian nails and channel nails. Other lines such as brass wire shoe rivets, tacks and shoe tacks remain unchanged, while the usual extras applying to the previous list continue in effect. Quotations covering the revised lines are contained elsewhere in this section.

SUBSTANTIAL PRICE DROP ON ALUMINUM WARE

Toronto.

A reduction averaging approximately twenty per cent has been announced this week by the manufacturers of Wear Ever aluminum ware. In certain instances, the quotations on kitchen utensils have been lowered thirty per cent., while some other lines show a minor reduction. The new price levels are stated to be effective from June 15.

COPPER SHEET PRICES INCREASED ONE CENT

Toronto.

Copper sheets have now been advanced in price to the extent of one cent per lb. a development outlined in a preious market report in Hardware & Metal. This change reflects the firm tone apparent in copper products generally, a condition primarily attributed to the strength of the virgin metal during recent weeks. Other copper and brass goods such as rods and tubing remain at the upward revisions of two weeks ago. Following are prevailing quotations:

BRASS—

Sheets, base, per lb.	0 22
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 19

COPPER—

Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned 16 oz. and heavier, lb.	0 41
Tubing	0 29

ALL COTTON CORDAGE AT ADVANCED LEVELS

Following a period of fluctuations, the cotton market has advanced sharply with resulting increases in wrapping twine and candle wick prices. As Hardware and Metal goes to press, advice is received that similar advances on practically all cotton cordage will be made effective within the next few days. Cotton rope, sash cord, clothes lines, seine twine, mason and chalk lines are affected, the extent of the advance varying between three and five cents on the different products.

SLIGHT ADVANCE IN CEMENT QUOTATIONS

Toronto.

Slight advances have been recorded in the local quotations on cement, this development being generally attributed to the increased sales tax. Cement in carload lots has been increased five cents per barrel; while in less than carload lots the advance is ten cents per barrel. Following are revised quotations:

Per barrel	$ 3 75
Less Carload Lots—	
Per barrel, f.o.b. yard	4 40
Per barrel, delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate of 20 cents for empty bags.

NEXT SEASON'S SLEIGHS ON LOWER PRICE LEVEL

Toronto.

A slight reduction has been announced in quotations on sleighs, the new price level for next season being thirty-five per cent discount off the regular list.

TIN PLATE MARKET DESCRIBED AS FIRM

Toronto.

While quotations on tin plates are described as firm, no price revision has been announced covering those products. Distributors state that there is not the exceptionally brisk demand for tin plate that now exists for sheets, otherwise a similar trend would probably be apparent. It is noted that tin plate quotations at American mills are generally adhering to the $4.75 level, which if strictly maintained for the third quarter would constitute a technical advance in many cases, as certain mills are reported to have made sales during the second quarter at prices fifteen to twenty cents below the present firm quotation. Local prices remain as follows:

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	11 50

STEADY TONE RECORDED IN SOIL PIPE MARKET

Toronto

A brisk demand for soil pipe and fittings is generally reported as evident, building activities at this season of the year, contributing to the larger volume of trade in these products. Quotations on both pipe and fittings are described as steady, with little change anticipated on local centres, according to distributors, owing to such elements as coke and pig iron having recently been increased in price, which factors enter into the production costs of soil pipe. The recent revision in discounts on eastern distributing centres, now brings quotations on a more uniform level, with the following unchanged prices in effect locally:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

PRICES ON SHEETS AND PLATES AGAIN ADVANCED

Toronto.

As pointed out in the last week market report covering sheets and plates, additional price advances on domestic centres have now materialized, these increases bringing local quotations on these products to new high levels for the current year. Blue annealed sheets have been advanced forty cents per 100 lbs; black sheets record an increase of forty-five cents, while galvanized sheets show an additional increase of twenty-five cents per 100 lbs to the higher prices announced two weeks ago. Distributors state that this change reflects the trend of primary markets as well as specific conditions affecting the local

situation. Deliveries are steadily extending and the brisk demand shows no appreciable signs of receding, as yet. The duration of the coal strike is generally considered to be a decisive factor in prevailing developments. Reports from the mills indicate that the receipt of new tonnage is still in excess of shipments and steel prices to the south continue to gain strength as producers are forced to utilize larger quantities of higher priced coal. Altogether, the steel industry as a whole is now in a favorable condition with the business in hand described as generally in excess of expectations for this time of the year. Domestic distributors report trade as brisk and with the upward trend in prices has developed a noticeable increase in activity all along the line. Revised quotations follow:

BLUE ANNEALED—

10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10
16 gauge	4 15

BLACK—

18-20 gauge	4 60
22-24 iauge	4 65
26 gauge	4 70
28 gauge	4 80

Charge of from 25c. per 100 lbsl is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75

	Premier and Apollo
10¾ oz.	6 40
U. S. 28 base	6 00
U. S. 26 base	5 70
22 and 24	5 55
18 and 20	5 40
16	5 25
12 and 14	5 10

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

BRISK TRADE RECORDED IN WARE PRODUCTS

Toronto

Manufacturers of aluminum ware and similar kitchen utensils are reported to have recently introduced revised prices on certain lines thus passing along any reduction in the cost of materials and production. It is rumored that some corresponding changes may materialize in the near future on other ware products, and while prevailing discounts remain unchanged, any revised levels are stated to be primarily dependent upon the future trend of raw material markets, although in some instances such as galvanized sheets, some advances have recently been recorded. Brisk activity is reported by distributors and manufacturers of practically all ware products, the current movement being described as distinctly satisfying for this season of the year, and well up to expectations.

STRENGTH MAINTAINED IN WROUGHT PIPING

Toronto.

The wrought pipe market is still described as strong, and while the recent revision in the budget reduces the tariff to some extent on imported piping, distributors state that this condition has not materially changed the prevailing tone. The current demand is very favorable and in discussing future prices, it was stated that there was hardly likely to be any reduction, as small sizes are experiencing a very brisk movement due to the requirements of buildings now under construction. Under these circumstances deliveries are getting slower, which, combined with the fact that warehouse stocks have been drawn upon

Price Cutting Brings Slash in Aluminum Ware Prices

Other Manufacturers of Aluminum Ware State Their Prices Still 15% Below Wearever With the New Reduction, Despite Increase in Cost of Sheet Aluminum

BIG reductions even to the extent of over 30 per cent. on some lines, have been made on Wearever aluminum products effective from June 15. The average reduction throughout the range of utensils made by this firm is approximately 20 per cent., though on certain lines, notably straight covered pots this reduction amounts to 30 per cent.

Such a drastic reduction in price, inspired some enquiries to be made by Hardware and Metal as to the reason for this action and as to any steps that might be contemplated for rebate or other protection to retailers who obviously would be forced to sell many of such lines at less than the cost price, so big was the reduction on some lines.

Enquiries made by Hardware and Metal at the offices of the Northern Aluminum Company, manufacturers of the Wearever line, elicited the information that such action was brought about due to the fact that other manufacturers of aluminum ware had been cutting prices. It was stated that the Northern Aluminum Company's prices had always been higher than those of other lines but that recently some exceptional price cutting was being done by other manufacturers. One official of this company related how he had recently noted an aluminum utensil of a competitive make in the window of one store marked at a price less than his company's price to the retailer.

Another manufacturer of aluminum ware when advised of these developments stated to Hardware and Metal that even if the Wearever line was reduced 20 per cent. on the average, the prices on his lines would still be about 15 per cent. lower than those on Wearever. Just what similar action may be taken by other manufacturers in regard to prices is doubtful particularly in view of the fact that the price on aluminum sheets, as supplied by the Northern Aluminum Co. to other manufacturers in Canada, have just been increased from ½ to ¾c lb.

Revised Shoefinders' Tack List

Shoe Rivets

In 1 lb. papers, per 100 lbs.

Steel Wire--16 Ge. and Heavier—⅜, $20.75; 3½/8, $17.50; 4-4½/8, $15.25; 5-5½/8, $14.50; 6-6½/8, $14.00; 7-7½/8, $13.00; 8-8½/8, $12.50; 9/8-11½/8, $11.75; 12/8-17/8, $11.00. 17 Ge. add $1.00. 18 Ge. add $2.00.

Clinch point—3/8, $22.00; 3½/8, $18.75; 4-4½, $16.50; 5-5½/8, $15.75; 6-6½/8, $15.25; 7-7½/8, $14.25; 8-8½/8, $13.75; 9 8-11½/8, $13.00; 12/8-17/8, $12.25. 17 Ge. Add $1.00. 18 Ge. Add $2.00.

ers' Rivets—3/8, $23.50; 3½/8, $20.75; 4-4½/8, $17.75; 5-5½/8, $16.75; 6-6½/8, $16.25; 7-7½/8, $15.25; 8-8½/8, $14.50; 9/8-11½/8, $13.75; 12/8-17/8, $13.00. 17 Ge. Add $1.00. 18 Ge. Add $2.00.

Heel or Shoe Nails

14 Ge. and heavier 4/8 to 16½/8; in bulk, $11.00 per 100 lbs; in 1 lb. papers, $11.75 per 100 lbs. 15 and 16 Ge. Add 65c to above price. In 100 lb. quantities. One size 17 Ge. Add $1.60 to above price. In 100 lb. quantities. One size.

Swedes Iron—14 Ge. and Heavier, 4/8 to 16½/8; in bulk, $11.75 per 100 lbs.; in 1 lb. papers, $12.50 per 100 lbs.; 15 and 16 Ge. Add 65c to above price. In 100 lb. quantities. One size 17 Ge. Add $1.60 to above price. In 100 lb. quantities. One size. 17/8 and longer add 65c per 100 lbs.

Silver Point—All sizes. In bulk, $11.75 per 100 lbs. In 1 lb. paper, $12.50 per 100 lbs. Hard Steel Nails, $22.00 per 100 lbs. Wood Heel Nails, $19.75 per 100 lbs. Army Heel Plate Nails, $14.50. per 100 lbs.

Hob and Hungarian Nails

In 1 lb. Papers

11-12-13 Ge. and heavier, 3/8 and shorter, $17.00 per 100 lbs.; 3½/8 and longer, $16.50 per 100 lbs. 14 Ge. 3/8 and shorter, $18.00 per 100 lbs.; 3½/8 and longer, $17.50 per 100 lbs. 15 Ge. ⅜ and shorter, $18.00 per 100 lbs.; 3½/8 and longer, $18.20 per 100 lbs.

If in Bulk deduct 75c per 100 lbs. from list.

Channel Nails

In 1 lb Papers

3/8, $18.25 per 100lbs.; 3½/8, $17.50 per 100 lbs.; 4/8, $16.75 per 100 lbs.; 4½/8, $16.75 per 100 lbs.; 5/8 and longer, $16.75 per 100 lbs.

With usual extras unchanged, prices on brass wire shoe rivets, tacks, and shoe tacks also remain as previously.

somewhat heavily during recent weeks, has resulted in a strong tone pervading the market. List No. 54 continues to govern current selling prices

SCRAP MARKETS REFLECT MORE ACTIVE TONE

Toronto.

The waste material markets show a more active tone, with higher prices and more strength in certain departments. Considerable iron and steel scrap is reproted to have changed hands during recent weeks, while an impression has developed that scrap copper grades are likely to reach even higher levels, and for this reason it is stated that stocks are being withheld. Altogether, the non-ferrous market is described as in a very satisfactory condition, thus showing a remarkable change since a few months ago. It is noted, however, that white metals still have considerable improvement to make.. The scrap rubber market also remains dull. Following are the usual averages of dealer buying prices for fairly large quantities:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 75
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 50	7 75
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

REACTION NOW APPARENT IN INGOT MARKETS

Toronto.

An easier trend has now become apparent in certain ingot metals, this condition evidently being a reaction from the upward movement recorded during recent weeks. Current business in ingot metals is described as slightly below normal, there being apparently no permanency to market. Copper is slipping again with the current domestic demand being quiet. Tin remains fairly active, but prices are down one cent, while lead is well controlled but the demand is now light.

COPPER.—Ingot copper is slipping again, this reaction being principally due to inactivity on outside markets. A noticeable recession in the current demand has introduced an easier tone in practically all circles. No price variations, however, have been recorded the local quotation remaining at 17 cents.

TIN.—This metal is reported fairly active on the domestic markets, but prices are down one cent, this change bringing the local price to 34 cents. It is stated that the failure to put through the proposed loan to Germany has resulted in an easier tendency in this direction, as European consumption of tin was expected to increase.

LEAD.—The lead market is somewhat quieter but still fairly firm. The situation is stated to be well in hand, although the prevailing demand is lighter. Recent reports covering the outlook retain an optimistic viewpoint. Local quotations are steady at $7.00.

SPELTER.—Zinc prices continue firm, although the market is generally quiet. Consuming requirements are not so extensive as were recently apparent, but short intervals of dullness in this direction are more or less expected. Local price is unchanged at $7.25.

ANTIMONY.—There is stated to be a better demand for antimony on the domestic markets, with local prices up one-half cent. Little new developments however, are recorded on primary centres, conditions generally being quiet but steady. Local quotations now range between 6½ and 7 cents.

ALUMINUM.—There are not many buyers in the aluminum market, and no change of any importance has been in evidence. Local quotations hover between 20 and 21 cents.

London Markets

LONDON, June 15.—Current hardware price developments include a further revision on the shoefinders tack list with a reduction of ten per cent in most lines, a three cent advance in Paris green quotations, and a recession of five cents per gallon on linseed oil. Malleable pipe fittings are now quoted at the new price list with a discount of seventy and five per cent., instead of by the pound as formerly. Trade in this district continues good, with warm weather lines experiencing a brisk demand.

SHOEFINDERS TACK LIST AGAIN REVISED

London, Ont.

Through the issuing of a revised shoefinders tack list, certain makes of tacks are now reduced approximately ten per cent. Lower quotations are effective on steel wire shoe rivets, heel or shoe nails, hob and Hungarian nails, and channel nails. Brass wire nails rivets, tacks and shoe tacks remain unchanged. The new prices are reproduced elsewhere in this issue.

PIECE LIST EFFECTIVE ON MALLEABLE FITTINGS

London, Ont.

Malleable pipe fittings are now sold per piece, instead of by the pound, as formerly. A new piece list has been issued, with the quotation of 70 and 5 per cent. being in effect. These discounts place the net prices on a practically unchanged level.

TURPENTINE SITUATION REFLECTS LOW STOCKS

London, Ont.

The current situation in the turpentine market continues to attract more than the customary degree of attention in view of the exceptional conditions evidenced at this season of the year. No recession has been tabulated from the firm showing of the last couple of weeks, and the high level of the season announced recently, continues to remain in effect locally.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 45
2 to 4 bbl. lots	1 44
5 gal. lots	1 60

THREE CENT ADVANCE IN PARIS GREEN PRICE

London, Ont.

An increase of three cents per lb. all through the list has been announced in quotations on paris green. This change reflects the brisk call for these products at this season of the year, which has resulted in stocks being very low locally, and fresh supplies now more difficult to obtain. Following are the new higher price levels:

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. drums, per lb.	0 36
50-lb. and 100-lb. drums	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

LINSEED OIL LOWER; FLAX SEED WEAKER

London, Ont.

Owing to the weakness apparent in the flax seed markets, which development was outlined in last week's report, the price of linseed oil has recorded a decline of five cents per gallon. This change brings the average current quotation to $1.10 for raw and $1.13 for boiled in one barrel and two barrel lots.

LINSEED OIL	Raw	Boiled
1 to 2 bbls., per gal.	1 10	1 13
3 to 5 bbls. per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add ten cents per gallon

MODERATE STEADY CALL EVIDENT FOR PUTTY

London, Ont.

A steady demand for putty is evident at present, with current prices on this line unchanged. With a wholesome degree of building activity noticeable in this vicinity, improvement in the movement of this, and similar construction materials is generally anticipated. Following are the prevailing prices:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do. ,25 lb. drums	8 05

Drab:—4, $3.60, 4½r $5.15.

GOOD MOVEMENT OF WHITE LEAD IN OIL

London, Ont.

A good steady sale of white lead in oil is reported at this season. There has been no change announced in the price of this product. Following are quotations:

WHITE LEAD IN OIL—

	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

LAWN MOWER SALES STILL FAIRLY NUMEROUS

London, Ont.

Both wholesale and retail circles report that the movement in lawn mowers has slackened slightly during the past few days, although sales in this seasonable line are still fairly numerous. Discount on the Taylor-Forbes make remains at 20 per cent., while Smart's are quoted at unchanged net list.

BRISK ACTIVITY IN SCREEN WIRE CLOTH

London, Ont.

Dealers generally report that there has been an exceptionally brisk movement of screen wire cloth during the past week. Quotations remain unchanged following levels still being in effect:

SCREEN WIRE CLOTH—
Painted Black $3.00 per 100 sq. feet.
Galvanized, $3.60 per 100 sq. ft.
Bronze $10.00 per 100 sq. ft.

BRISK CALL FOR LAWN HOSE DEPLETES STOCKS

London, Ont.

Rubber lawn hose has been among the list selling lines during the past few weeks, and corrugated half-inch size hose is now reported as scarce with factories very much behind in their orders. Quotations remain firm at the following levels:

RUBBER HOSE—

3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per foot.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

Hamilton Markets

HAMILTON, June 15.—The hardware trade in its various branches is putting the new budget regulations into effect with a minimum of friction, though some of the provisions are having considerable effect on prices. One result of the enforcing of the regulations has been to increase prices to the consumer on lines where formerly the merchant absorbed the tax. Investigations made among retailers indicate, in many cases, the retailer is being forced to pay the sales tax to the wholesalers for the first time, the latter having decided to collect it rather than absorb it themselves, and the retailer in turn is passing it on to the customer. This is evident y as the government intended it should be, but difficulty is still encountered on certain lines where resale prices are established.

The only man to suffer from a summer slump this year will be the man who thinks people spend all summer in a hammock. The foregoing truth will be worth bearing in mind by all business men during the next few months. If this is done the wheels of industry will not slow down during the mid-summer months but keep business active and prepare the ground for better business in the latter part of the year.

A great deal of preaching has been done by business experts that the return of active business on a profitable basis can be assisted a great deal by aggressive merchandising action on the part of retailers. No doubt every retailer has been putting forth more effort for business in the last year than for some months prior to that time, but in many cases there is considered to be a lack of appreciation of the amount of energy which is required to stimulate business.

Keen competition for current business is one of the primary elements in the window glass markets, which has resulted in the recent announcement of discounts on the box glass list in certain quarters. Eastern centres lead the way in this respect, it being pointed out that the re-opening of navigation thus tending to lower transportation costs on importations of glass, has played a prominent part in this development. While local distributors of window glass state that the domestic market is firm, with previous price levels unchanged, it is noted that quotations are generally inclined to more or less follow the direction of other competitive centres. The tendency is attributed to the heavier importations of Belgian glass.

Steel Prices Strong

The steel industry is reflecting improved conditions throughout and prices are showing considerable firmness with several increases, as forecast in recent issues of Hardware and Metal. Output is being well maintained and new buying, while not so active in some lines, is enough to maintain firm prices with some advances chiefly on early deliveries. Bar products, black sheets, blue annealed and galvanized sheets have recently undergone advances, and it is significant of conditions in this industry that earliest delivery on bar products is from three to four weeks while on sheets it is about six weeks.

The ten per cent. reduction in freight rates in the United States is said to have been a disappointment to some steel producers but the opinion is held that too much of a reduction would also be bad for the industry in so far as it would impair the buying power of the railways.

Pittsburg Markets

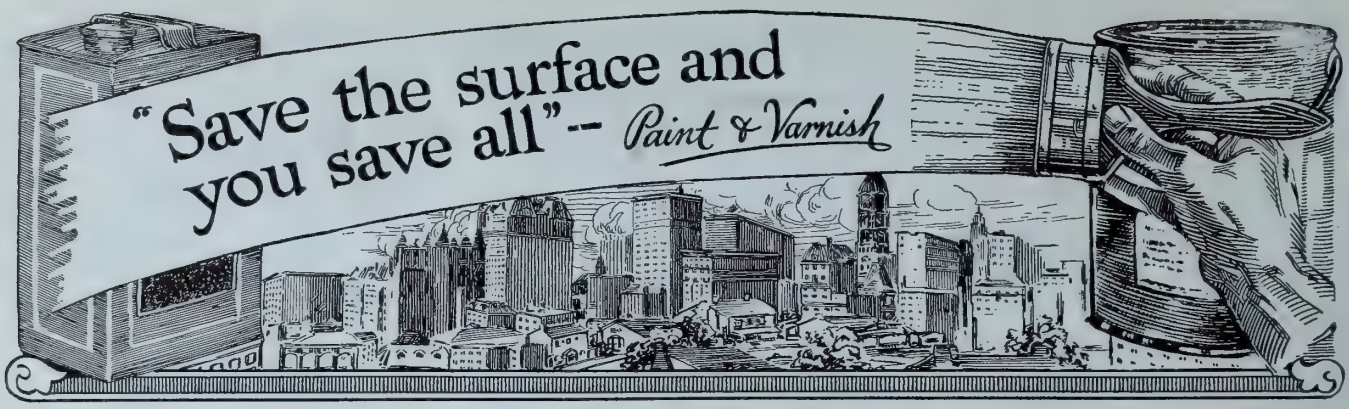
PITTSBURG, June 15.—The official report of steel production during 1921, issued in the past week, shows steel ingot production to have been 19,184,084 gross tons, or just a shade under the estimate given in this correspondence at the close of the year. The production was less than half the amount in 1916, 1917, 1918 and 1920, while with the exception of 1908, it was the smallest since 1904.

Production of finished rolled steel was 14,228,329 gross tons, or 74 per cent. of the ingot tonnage, the usual proportion being 75 or 76 per cent. The lower figure was presumably due to there being a smaller percentage than usual of heavy rolled products, which involve less scrap in their manufacture. The loss between ingot and finished rolled steel is chiefly in scale, which goes back to the blast furnace for reworking, and scrap, which goes to the open-hearth furnace.

The greatest set back in production was in structural shapes, the 1,272,624 tons being the smallest since 1908. The trade had been prepared for this by the reports during the year, showing that lettings of fabricated steel contracts represented only 35 per cent. of fabricating shop capacity. Black sheets, 13 gauge and lighter, did relatively well, the 1,367,688 tons produced being greater than in any year prior to 1910.

Production of steel castings in 1921 was 559,713 tons, against 1,551,407 tons in 1917, the record year, and 1,251,542 tons in 1920. Production of steel ingots in 1921 was 44 per cent. of the record production, made in 1917, while it was about 37 per cent. of capacity. There have been large additions to capacity since 1917, as even the production of that year did not represent capacity. There were plenty of orders, but there was physical disability, including shortage of transportation, and shortage of labor. In fact, the steel industry has been under a new alignment with industrial and general conditions in the country since November, 1916, for prior to that time, with the exception of the winter of 1902-3, when there was railroad congestion, the steel industry was always able to operate at capacity when it had the orders, while since then it has never operated at capacity, though at times it had plenty of orders, there being labor shortage, strikes, insufficiency of transportation, etc.

It is time to recognize this new alignment and consider the consequences. Seeing that in 1912 and 1913 the industry made about 30,000,000 tons of ingots, and in only one previous year as much as 25,000,000 tons, the industry of late, with a capacity about half way between 50,000,000 and 55,000,000 tons, has seemed altogether too big. It appeared that orders for such tonnage of steel would be difficult, if not impossible, to secure.



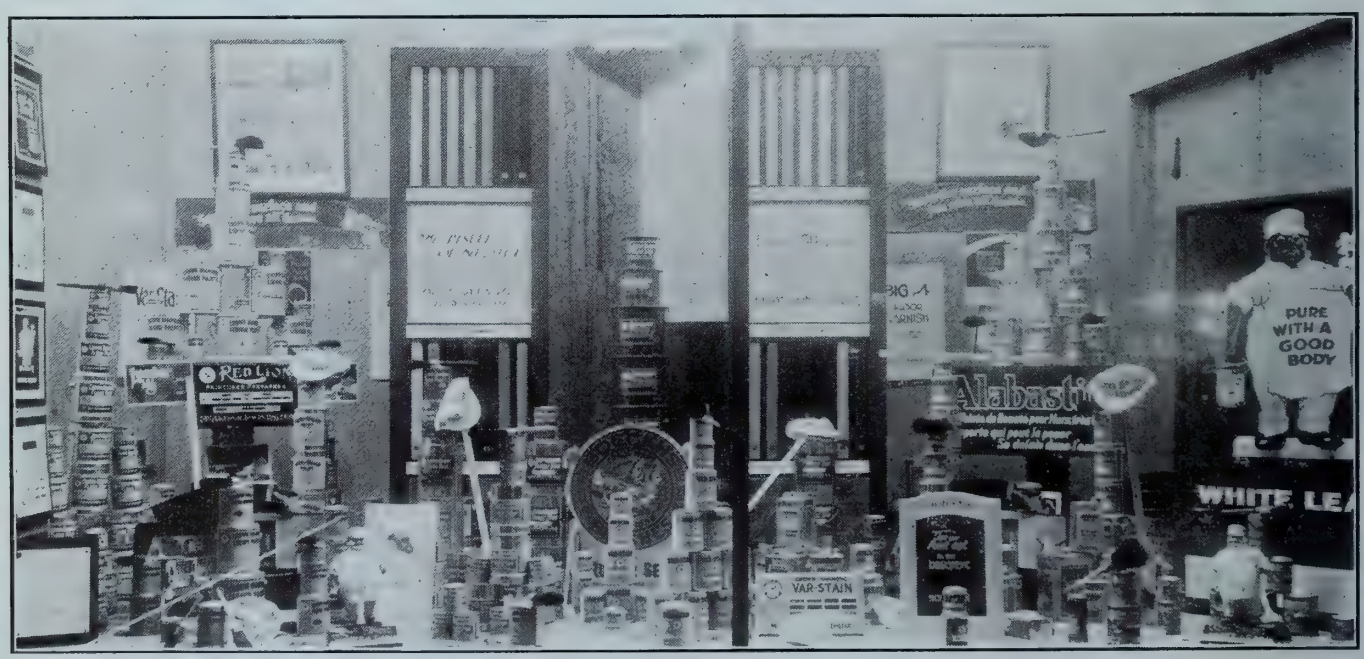
Shows Customers What Paint Will Do

Montreal Retailer Paints or Varnishes a Surface, and Displays Articles for Customers' Inspection—Placed on Tables Accompanied by Paint Required for Job—Principal Paint Stock Carried in Front of Shelving—Cheap Paint as a Bait

"NOTWITHSTANDING the buying public are becoming more and more educated to the use of paint, varnishes, and sundry lines, through efforts on the part of both manufacturers and dealers, we find them still very willing pupils. To maintain our record, that of increasing paint sales each succeeding year, we are convinced that ways and means of showing the public the actual accomplishments of the various lines are as necessary as they were a few years ago," said the manager of one of Montreal's retail stores.

Wherever convenient, either in the paint department or in the windows, this store features articles painted or varnished with the required number of coats, for the inspection of customers. At the present time a paint window is shown with two large boards extending almost from the floor to the ceiling. One is painted, while the other shows the wear and tear of wood when exposed to the weather. Each is placarded giving the details, so that the passersby can in an instant understand the message intended to be conveyed. On the floor of the paint department are tables, each with a line of paint, varnish, varnish stain, wax, etc., and on each table is an article painted to show just what painting or varnishing will do. On the varnish table is a strip of floor linoleum, the upper half of which is not coated, while the lower half has two coats of their linoleum or oilcloth varnish. The varnish stain tables have wooden panels with the undercoating and the finishing coat shown, and the floor wax stand has a highly waxed finish on a section of hardwood flooring. A customer when entering immediately becomes interested when it is actually demonstrated what can be accomplished, and it is then up to the salesman to explain how each coat is applied. In keeping these display stands well out on the floor in front of the paint shelving offers a better opportunity for the customers to inspect. "Realizing that sales are made through displaying in this way, the principal part

(Continued on page 68)



This recent paint display by a Montreal dealer shows what can be effectively accomplished to show the true value of paint to protect surfaces. In the centre a couple of boards are shown as taken from a building which was never painted. On the other side is shown some lumber fifty years old taken from a building that was regularly painted. An effective showing of paint and brushes is arranged to turn into sales the effect produced on the passer-by by the striking demonstration of the value of paint as a preservative which the arrangement exhibits.

SERVICE

CONFIDENCE

FAIR DEALING

"SO, LIVE I—SO, DIE I."

"We live in deeds, not years; in thoughts, not breaths;
In feelings, not in figures on a dial.
We should count time by heart throbs. He most lives
Who thinks most, feels the noblest, acts the best."

Philip James Bailey gives us in the above a bit of philosophy which it would do us no end of good to memorize.

It is not extraordinary that thought, feeling and deeds constitute the beginning and the end of any business career. For *men make business*, the success or failure of which is influenced, more than anything else, by the degree of those qualities applied to, and expressed through, their business.

We like to think, pridefully, that these qualities with which our Founder imbued our Organization were responsible for our present proportions. And, we like still more to think that the many kindly, complimentary remarks exchanged from day to day by our Trade as well as their customers is being increased by the observance of business as something involving far greater consideration than just "Business."

This is no boast but just the reason we attribute our success to—a success which we sincerely desire to maintain through any responsible, capable and conscientious hardware merchant in any town where we are not already represented.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered

Say Good Prospects For Future Paint Business

Enthusiastic Gathering of District Managers and Department Heads in Toronto, of The Lowe Bros. Co.—Present Business Satisfactory

The quarterly convention of District Sales Managers and Department Heads of The Lowe Brothers Company, Dayton Ohio, was held at the offices of Lowe Brothers, Limited, Sorauren Avenue, Toronto, during the week of June 5th to 10th. The purpose of the convention was to discuss subjects relative to the company's present sales problems; also to prepare advertising and sales plans for 1923.

On the arrival of the delegates an address of welcome was made by F. J. Penberthy, vice-president and general manager, Lowe Brothers, Limited, which was responded to by Messrs. John G. Lowe and D. A. Kohr, president and vice-president respectively, of The Lowe Brothers Company, Dayton. Reports of the various district managers and department heads indicate present business to be very satisfactory with even better prospects for the future. Those present were:

John G. Lowe, president, The Lowe Brothers Company, and Lowe Brothers, Limited, Dayton; D. A. Kohr, vice-president and general manager, Dayton; F. J. Penberthy, vice-president and general manager, Toronto; H. M. McCutcheon, general sales manager, Dayton; Jno. M. Graham, advertising manager, Dayton; R. S. Gabell, director industrial sales, Dayton; D. P. Haber, assistant treasurer, Dayton; R. E. Scott, director varnish sales, Dayton; E. K. Springer, district manager, Chicago; G. L. Paine, district manager, Boston; H. S. Wauters, district manager, Jersey City; A. F. Burdon, district manager Minneapolis; A. M. Bollman, district manager, Dayton; T. B. Boatright, district manager, Atlanta; R. K. Mason, district manager, Kansas City; A. M. Jamison, division manager, Alleghaney Div.; J. Mahoney, division manager, Lake Division; Geo. Davidson, division manager, Mountain Division; L. W. C. Tuthill, Tuthill advertising agency, New York City; A. G. Pinard, advertising manager, Toronto.

PAINT TRADE NOTES

R. Raymond, formerly of the Canadian Oil Co., has been appointed to the sales force of Paint & Varnish, Ltd., Eastern distributors for Imperial Varnish & Color Co., and will cover the territory in the vicinity of Montreal. J. R. Houle, who formerly travelled in this district, will now cover the city and outlying municipalities.

Wilfred Avard, formerly of the Canada Paint Co., will represent the above company below Quebec.

AUTHORITY SAYS HARDWAREMEN

(Continued from Page 45)

use a radio set, Mr. Walkover replied that if they could not make use of the ordinary aerial they would have to have a vacuum tube detector with adjustments to be used in conjunction with antenna about the size of an electric fan.

Enquiry being made by a merchant regarding the retail channel of distribution of radio supplies, Mr. Walkover stated that his firm and others had directed their campaign on the hardware and electrical trades. He disagreed with the manner in which the business had run rampant in the U.S. where drug stores, novelty shops, etc., had all entered upon its sale.

Asked as to the comparative adaptability of the hardware and electrical trade to sell radio supplies, Mr. Walkover stated "our electrical trade in this country is not as efficient as it might be." The suitability of the hardware store was vouched for in the statement "who would go into a music or other type of store to buy clothes line, screws, etc.? The same thing applies to radio equipment because so much of it is already counted among the regular stock of the hardware store."

In order to find out if the merchant has an opportunity to sell radio supplies F. R. Jackson suggested that a stock be put in consisting of 22, 24 and 26 gauge single cotton covered wire; a dozen packages of galena; some brass bolts and nuts 8-32, 6-32 from half inch up to 1½ inch in the quarter inch sizes. Hexagon nuts to fit these should also be stocked. As an indication of the success which he has had Mr. Jackson stated that while he had been unable to get more than a few people to stop to look at a demonstration in his window on Saturday, a considerable crowd gathered in front of a window display of radio equipment on Sunday. He finds it best to buy wire in quarter pound spools. Cable wire for aerials he has not found to be a good seller. Porcelain insulators should also be stocked. Mr. Jackson keeps one complete set on hand to show the general construction of a crystal set. Not much success has so far attended the use of cheap sets sold complete.

The fact that manual training schools and Boys Scouts have gone extensively into the details of radio set construction was said to have helped the sale of parts.

Replying to another question Mr. Walkover stated that the hardware merchant is buying much radio equipment that is of little use, but that in this he is at the mercy of the wave of enthusiasm which has swept the country. For protection he could only suggest that retailers use care in the firms they deal with as only experts are able to differentiate between useful and useless equipment. Unfortunately some large distributors had accumulated much "junk" before they were aware of it and are trying now to unload it.

Profit in Radio

Asked concerning the margin of profit on radio supplies F. R. Jackson replied that only 25 per cent was possible on wire and this would only cover overhead expenses, but that it was necessary to handle for the convenience of radio fans. On the whole an average profit of 30 to 35 per cent. was said to be possible.

Asked regarding the comparative value of the aluminum and bakelite ear phones, Mr. Walkover stated the aluminum cup was an advantage if properly constructed but a disadvantage if improperly made. Therefore in more expensive phones it would be all right but in cheap phones it would be questionable.

Bakelite is an insulating material procurable in either sheets or cut to size for various sets. Mr. Walkover stated the merchant can buy this material for 60 cents a pound cheaper in sheets than if it is cut, but to handle it in this way he would have to be equipped to smooth-cut it. A good margin of profit could be made in buying bakelite knobs, posts, etc., and constructing binding posts. An indication of the margin of profit on other lines was as follows: retailer buys phones for $4.50 and sells for $6.00. Buys vacuum tube for $5.00 and sells it for $6.50. On coils he can make 40 per cent. Another profit in handling radio supplies was that made on other hardware lines which would be sold by bringing radio prospects to the store.

Don't Touch Galena

Some other brief points made by Mr. Walkover were as follows: galena crystal should not be touched with the hand as moisture affects it. Celluloid dials on the condensor have yet to be proven efficient. So far they are only on the cheaper ones, bakelite being used on the more expensive ones. Glazed insulators were best because they were not subject to loss of power through soot and other carbon deposits, and those with corrugations were best because they aided the drainage of moisture from the insulator. Every set requires a lightning arrester according to new regulations, this applies whether a lightning switch is used or not. Most sets were advertised as complete without bulbs because bulbs were so difficult to get. Crystal sets were not much use in smaller places where radio equipment would be expected to be most popular because of short range. A complete set of parts "knocked-down" was being sold for $97.50 which would have a range conservatively estimated at 100 miles. Regarding height of aerials Mr. Walkover stated a hill, mineral deposit or obstruction of any kind interfered to some extent with the recording of the waves on the antenna and its height should be governed accordingly. Once obstructions are cleared greater height gives no advantage.

Trade Marks of Quality

The Best White Lead

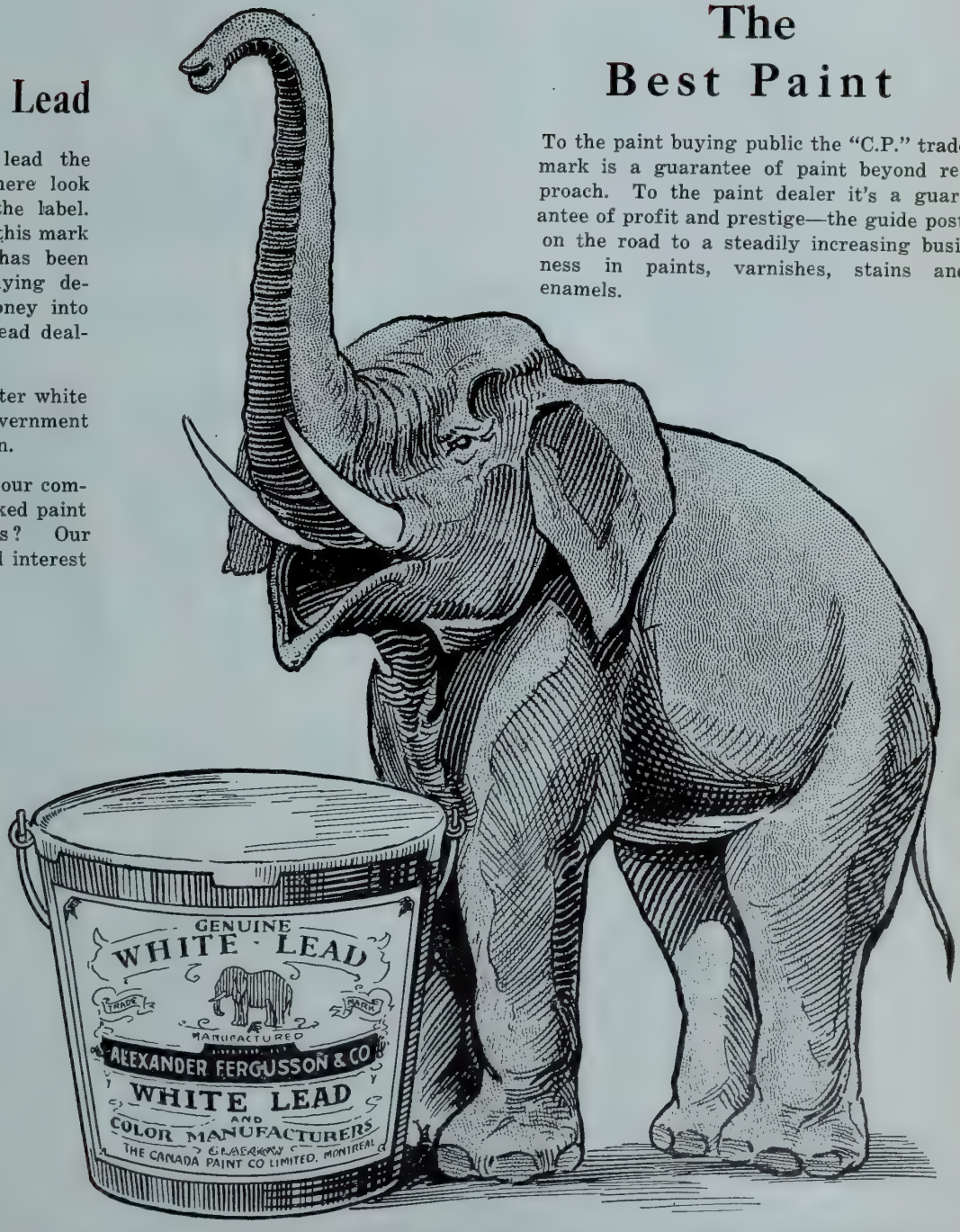
When buying white lead the best painters everywhere look for the elephant on the label. Their familiarity with this mark of white lead merit has been crystallized into a buying desire that puts big money into the Elephant White Lead dealer's cash register.

You cannot stock a better white lead. There's a Government guarantee on every can.

May we tell you about our complete line of trade marked paint and varnish products? Our agency proposition will interest you.

The Best Paint

To the paint buying public the "C.P." trade mark is a guarantee of paint beyond reproach. To the paint dealer it's a guarantee of profit and prestige—the guide post on the road to a steadily increasing business in paints, varnishes, stains and enamels.



"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, June 15.—The feature of the paint markets is transferred this week from turpentine to linseed oil, the latter product being somewhat easier in tone with prices reduced six cents per gallon on the local market. This is the first change in a downward direction on oil for some weeks past, the market having continued steady to firm since the opening of the active season. During time the strength resulting from a bigger buying movement was assisted by statistical reports which have shown that a shortage of world seed supply was not unlikely if consumption continued in usual seasonal proportions. However with the most active season drawing to a close this month, there would now seem to be little fear in this direction, and reports of flax acreage for this fall's crop is now having its effect on the present situation. Turpentine, for the moment, remains in a fairly strong position with local stocks still comparatively light. Shipments have arrived from the South during the week and replenished local stocks to an extent, but available supply is still short owing to recent arrivals being used for manufacturing purposes. This condition is expected to improve from now on as Southern markets report that receipts are becoming heavier. There is a feeling locally that the peak of turpentine prices has been reached, and from now on the market will not assume its former marked strength. Paints, varnishes and allied products are still enjoying an active sale, and the movement is expected to continue seasonable until the close of the present month at least.

LOWER PRICES RECORDED ON LINSEED OIL

Montreal.

For the first time in many weeks linseed oil shows a reduction in price, quotations being six cents lower than last week. The easier trend of the flax seed market continued during the week, and lower oil prices at the present time are not surprising. It is noted, however, that although the softer tone in seed has been evident for the past two weeks, the loss from former price levels has been comparatively small. Local crushers in drawing attention to this, state that while the trend can hardly be termed a fluctuation, unless the recession continues a fairly satisfactory position is still held by the market. Fundamentally flax seed is little changed, and a certain amount of strength is still evident owing to the seed supply. On the other hand, with the most active demand for oil now over at the close of this month or early in July, it is felt that much of the strength gained through statistical reports of seed supply will be lost, and little or no effect from this condition will be felt in the future.

Reasons given for the present slump by local crushers and distributors differ to an extent, although increased flax acreage for this fall's crop and a general recession in demand usual in the following weeks are generally given as the chief factors in the present situation. In the U. S. markets the heavy importation of European oil is reported as having a demoralizing effect and the present downward trend is much more noticeable there than on domestic markets. Revised quotations are as follows:

LINSEED OIL—		
1 to 2 barrel lots, per gal.....	1 02	1 04
5 to 8 barrel lots, per gal.....	1 02	1 04

Less barrels, add 10 cents per gallon.

CURRENT TRADE IN PUTTY REPORTED SEASONABLE

Montreal.

Trade in putty at the present time is described as seasonable, and sales, while not quite as heavy as in previous weeks, are quite satisfactory. Building operatios throughout the country are demanding fair supplies and a moderate volume of business is expected to continue throughout the summer months for requirements in this direction. Quotations remain unchanged as follows:

PUTTY—			
Bulk barrels 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00

Standard, per 100 lbs. 5-ton lots 1-ton lots. Less

TREND OF TURPENTINE MAY NOW BE EASIER

Montreal.

Local turpentine stocks have been replenished to an extent during the week, but available supply is none too ample even yet, and certain distributors are anxiously waiting further shipments from the south. As stated last week, a large share of the arrivals was required for manufacturing purposes, but now that these needs have been filled, the situation is expected to become much better from now on. The condition of the market in the south has also shown recent changes, and the market is now reported as fluctuating, and a little easier. Receipts become greater with the improvement in weather conditions, and interest on the part of buyers is not as great as has recently been evident.

The opinion was expressed by one local importer that with a continued improvement in Southern conditions altogether likely, and domestic demand gradually becoming less with the closing of the more active painting season, the peak of turpentine prices has been reached and a gradual easing of prices in the near future would not be surprising. Quotations are unchanged this week as follows:

TURPENTINE—	Imp. Gal.
1 barrel lots	$1 38
2 to 4 barrel lots, per gal.	1 37
Broken lots	1 48

Toronto

TORONTO, June 15.—Linseed oil provides the centre of attraction in the paint markets this week, a further recession of five cents per gallon having been announced. This change reflects the weaker position of flax seed, coupled with a somewhat smaller demand for linseed. It was pointed out in last week's oil report that the current price levels were not being strictly adhered to in all cases, and thus a further reduction is more or less expected to remove any uncertainty of this nature.

In addition, turpentine also attracts marked attention, in view of this product retaining its strong position both on domestic and primary centres, which has been evident through recent weeks. Turpentine prices locally remain at the new high level recorded recently, with the general situation practically unchanged at present, although relief from the scarcity is expected to develop in the next few weeks owing to anticipated larger fresh receipts at southern distributing points. Paris green is described as in good demand with stocks low and new supplies harder to obtain. On the other hand, linseed oil has weakened in current trading, which in combination with lower flax seed prices, produced a recession in prevailing oil quotations. Ready-mixed paints are enjoying an exceptionally brisk trade, with practically all distributing points recording marked activity. Window glass, however, remains somewhat uncertain, and while no change has been announced locally in the net box list, there is evidence that this is not being strictly adhered to in all instances.

(Continued on page 68)

The best recommendation for Simms Paint and Varnish brushes is the increasing sale they enjoy. Years ago they made their appearance in hardware and department stores. Painters tried them once and almost invariably came back and asked for the same brand.

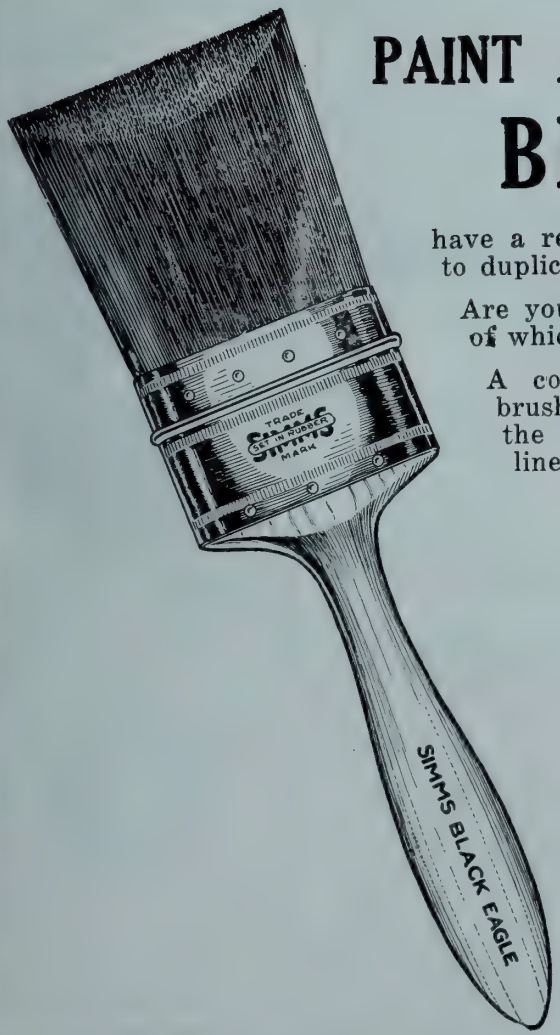
TRADE SIMMS SET IN RUBBER MARK

PAINT AND VARNISH BRUSHES

have a record of performance that is hard to duplicate.

Are you profiting by the quality reputation of which the Simms trade-mark is a symbol?

A counter or window display of Simms brushes will be a good means of informing the public that you stock this well-known line.



T. S. Simms and Co. Limited

ST. JOHN, N.B.

MONTREAL TORONTO LONDON, Ont. WINNIPEG

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKET

(Continued from page 66)

ANOTHER DECINE IN LINSEED OIL PRICES

Toronto.

Another recession of five cents per gallon has been announced this week in linseed oil prices, this change still further reflecting the weakness in flax seed markets combined with the quieter demand for oil. The easier tendency in linseed is described as being principally due to the present movement in seed, where an increased flax acreage combined with a moderate call for seed are the chief factors in this situation. The bulk of large oil commitments are stated to have materialized, thus leaving the present quotations at the following levels:

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 05	1 08
3 to 4 barrel lots	1 04	1 07
6 to 9 barrel lots	1 02	1 05

TURPENTINE MARKETS RETAIN FIRM POSITION

Toronto

Turpentine still retains its strong p sition, both on southern and domestic markets. While no price changes have been announced this week, the product itself is described as "just as scarce as ever" among local distributors, due to the absence of fresh arrivals from producing centres in sufficient volume to take care of current and pending demands. Consumers still cherish the hope that with the warmer weather, the new crop will move in greater volume, and therefore larger receipts will be available. Distributors point out, however, that any slight decline in prices at Savannah provokes heavier buying, with the natural result that the market is still very strong. Current requirements are undoubtedly larger than expected in most quarters, due to the fact that both consumers and distributors have practically no turpentine on hand. Following are local unchanged prices:

TURPENTINE—	Imp. gal.
1 barrel lots	1 45
2 to 4 barrel lots	1 44
5 gallon lots	1 60

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

EASIER TONE EVIDENT IN GLASS MARKETS

Toronto.

The recent unsettlement in window glass markets resulting from the introduction of discounts off the box list in certain quarters, is still apparent. While certain local glass distributors claim to be strictly adhering to the net quotations, yet it is noted that others have introduced the practice of quoting a discount off the box list is attributed to attractive bookings. That eastern centres have announced a fifteen per cent. discount off the box list is attributed to larger importations of Belgian window glass, combined with a weakening in such foreign markets. In discussing this situation with a Toronto jobber, Hardware and Metal was informed that they had recently lost some glass business through maintaining unchanged price levels, thus showing that discounts were being introduced.

The bulk of seasonal glass buying however, is stated to have been booked, and while a steady demand is being experienced for glass, many buildings at present under construction have not reached the stage of completion. In the city, a brisk call for plate glass is evident, with commercial construction work, however, of a limited nature. No general announcement has been made locally in respect to glass quotations, the fact that some variation in price is apparent being looked upon as a surprise in some quarters. Earlier in the season, distributors outlined a firm market for the summer months, and but for the recent developments in eastern circles, it is suggested that strenuous efforts would have been maintained to secure uniform price levels.

BRISK ACTIVITY NOTED IN PAINT PRODUCTS

Toronto.

Paint manufacturers and distributors report brisk trade continuing in ready-mixed colors, with the current movement of these products as a whole being described as satisfactory. A marked hum of activity is noted in warehouses and shipping departments, and while this is caused by numerous small orders, yet the aggregate volume compares very well with last season. Prices remain unchanged at present, manufacturers pointing out the increases in some raw material prices reflecting a steady to firm tone during recent weeks.

SHOWS WHAT PAINT CAN DO

(Continued from page 62)

of our paint department is carried on tables and display stands in the busy season," said this merchant when the heavy stock was noticed on the floor.

Purchases of Cheap Paint Not Encouraged

The question of also carrying a cheaper line of ready mixed paint is solved by the store. A complete line of this grade is on the shelves and partial success is met with it because very often tenants are only anxious to give a temporary cheerful appearance to their flats and apartments. However, this line is not "pushed," being principally used as a bait. In the local papers paint is advertised at a low price. The customer comes in to purchase, but instead of supplying a quart of the low grade, as advertised, he or she is strongly advised to pay a little more and get the better quality. While this sort of advertising would not be encouraged by many dealers, it was pointed out that such a method could hardly be scored because there was always the opportunity of educating people to the use of the highest grade of paint when they came to make the purchase. They could buy the can at the price advertised, but not with the recommendation of the merchant.

"This is only another instance where we show our customers what paint will do. By telling them that the cheaper grade of paint will not give the required results, we are usually able to secure a good order of first quality material."

SASK. RETAILERS' DISCUSS MANY QUESTIONS

(Continued from page 50)

Scott, Meyronne; J. P. Beauchamp, Qu-Appelle; J. H. Hamblin, QuAppelle; A. J. Humphries, Raymore; J. F. Robinson, Regina; James A. Struthers, Regina; Granfield Wray, Regina; H. D. MacPherson, Regina; P. A. Butcher, Regina; W. M. Van Valkenburg, Regina; James Morton, Regina; S. Johnson, Regina; G. W. Anderson, Regina; A. Hunter, Regina; Staffen, Regina; R. H. Williams, Regina; R. W. Handel, Regina; J. T. Lawson, Regina; J. A. McLachlan, Regina; Theo. Zeats, Regina; A. Aird, Regina; W. Cluff, Regina; W. J. Newman, Regina; J. Schwartzfeld, Regina; G. D. Raymond, Regina; H. R. Lumby, Regina; L. R. McVicar, Regina; F. K. Kimsch, Regina; Jack Wood, Swift Current; J. G. Laycock, Swift Current; S. Schwanz, Rocanville; R. H. McLeod, Rocanville; J. H. Craig, Rouleau; Thomas Smitton, Stilton; A. Gryde, Sceptre; W. J. Wheeler, Sedley; W. J. Keller, Shaunavon; W. W. Cooper, Swift Current; F. E. Raymond, Provincial Secretary, Saskatoon; H. G. Pizzey, Saskatoon; W. B. McQuarrie, Saskatoon; J. L. Hutchinson, Saskatoon; T. R. Brown, Saskatoon; R. J. Wall, Saskatoon; S. E. Fawcett, Saskatoon; H. T. Bevans, Saskatoon; A. J. Ries, St. George; W. C. Paynter, Tantallon; H. E. Hamilton, Unity; Huck & Kleckner, Vibank; W. E. Haggie, Vancouver; H. Talbot, Wilcox; R. Midmore, Wilcox; John T. Scott, Willow Bunch; W. C. Wright, Woodrow; G. W. Eisnor, Woodrow; C. O. Glover, Windthorst; V. R. Code, Watrous; G. O. Grest, Watrous; O. Thierman, Webb; E. H. Hawkins, Winnipeg; W. R. Kell, Winnipeg; L. C. Woodill, Winnipeg; A. H. Presswood, Yellow Grass; J. C. Baker, Yellow Grass; A. H. Wilkinson, Yellow Grass.

GET-TOGETHER CLUB PICNIC OF SHERWIN WILLIAMS

Montreal.—Members of the Get-Together Club of the Sherwin-Williams organization enjoyed a trip down the St. Lawrence to Lavaltrie aboard the steamer "Three Rivers." Weather conditions were ideal for the outing, the stop-over at the grounds, though very short, was the scene of some interesting athletic events which were run off in a spirited manner. Much of the afternoon was spent on the boat as the journey was quite a lengthy one. However, this proved an enjoyable part of the program, and dancing aboard was thoroughly enjoyed by all.

The real Get-Together spirit was evident throughout the day, everyone entering into the merriment and play with a zest that made this outing one to be remembered.

What's in a Trademark?

Neither more nor less than what's in the paint can on which it appears.

stands for years of experience, the best workmanship, the finest materials and prices that leave a fair margin of profit to the trade.

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works Limited
Ottawa, Ont.
Branches: Montreal and Toronto

OPENS CANS OF ANY SIZE OR SHAPE
SATURN CAN OPENER

SATURN REEL
Clothes Line

PUNY PROFITS PRESERVE POVERTY

Any denial of this **EGG BEATER PHILOSOPHY?** A man here (in Canada, not Russia) determined to make a million dollars selling **EGG BEATERS** at 10-15c. A wise wag told him in the beginning the first dollar would be the hardest. This was never proven, however; he never got the first dollar, let alone the second. **THEN ALONG CAME THE LADD LINE**—a life-boat: **SOMETHING SUPERIOR** going out at a **DECENT PROFIT**, yet **EASIER TO SELL** to the sensible. He waxed great and wealthy and adopted the slogan: **PRETTY PROFITS PROVIDE PLUMS A'PLENTY.** 'Nuff said.

LADD BEATERS, 4 styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE NUT CRACKERS

JOBBERS the world over and US

UNITED ROYALTIES CORPORATION
1133 Broadway, New York

LADD
Mixer-Churn

LADD ALLSTEEL BEATERS

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. .	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	....	....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Specal .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metallic list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz. ..	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz. ...	10 50	15 00
Double bits, doz. ..	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each......... 0 50
12 or less than 50, each... 0 45
50 or less than 125 each.... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each..........$0 50
12 or less than 50, each..... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each. each. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$ 6 00	18-16 ...	$12 00
4-16.......	5 00	19-16....	14 00
5-16.......	5 00	20-16....	14 00
6-16.......	5 00	21-16....	16 00
7-16.......	5 00	22-16....	16 00
8-16.......	5 00	23-16....	18 00
9-16.......	6 00	24-16....	18 00
10-16......	6 00	25-16....	21 00
11-16......	7 00	26-16....	21 00
12-16......	7 00	27-16....	24 00
13-16......	8 25	28-16....	24 00
14-16......	8 25	29-16....	24 00
15-16......	9 50	30-16....	27 00
16-16......	9 50	31-16....	30 00
17-16......	12 00	32-16....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless.	
real	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.

Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each, 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Otta Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00, No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal. 1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6. 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c ib. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75

Confidence in Your Merchandise Makes the Sale

The salesman who "knows" that his merchandise is trustworthy—sells with a supreme confidence which carries conviction. The "sixth sense" of your customer instantly informs him whether you have faith in your product. That assurance which comes of handling supreme quality—is the real salesman, the deciding factor in closing the sale.

You can sell *Dominion Decorative Wall Burlaps*

with that pleasing confidence which only a dependable Burlap can give. You have the satisfaction of knowing that you have secured for your customers the best brand of Burlap manufactured.

The trade mark of the Dominion Oilcloth & Linoleum Company stands for "trustworthiness." Every yard is built for service. Manufactured to maintain a criterion of quality. Depend upon it that DOMINION DECORATIVE WALL BURLAPS must "measure up" to this standard.

Dominion Oilcloth & Linoleum Company

LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch $1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11 16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.
Rachet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American 50%
Kerney Foot Arcade ..... 60|5%
J. Barton Smith, Eagle 55%
P. H. and Imperial ..... 60|5%
Globe ..... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 75
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ..... $10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 6 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork. net prices. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 ..... 13 35
Do., No. 1 ..... 13 80
Do., No. 2 ..... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 ..... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ..... $9 75
No. 2 ..... 10 75

HATCHETS, LATH—
No. 3 ..... 10 00
No. 4 ..... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ..... 14 00

HATCHETS, CLAW—
No. 7 ..... 11 00
No. 8 ..... 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 ..... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ..... 21 per lb.
48 x 96 ..... 21c. per lb.
Less than case, 50c. per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts polished, per set $1 70
Potts, nickel plated, per set 1 75
Potts handles, japd., grs. 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up. cwt. 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only 0 44
Do., 10, 12 and 14 ft. 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases ..... 1 35 doz.
3 doz. cases ..... 1 20 doz.
6 doz. cases ..... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.o.b. factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ..... 2 00
Do., No. 3 ..... 2 50
Do., No. 4 ..... 3 75
Barn Door, No. 5 ..... 3 30
Do., No. 9 ..... 6 15
F.o.b. Montreal, Toronto. London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
List Ea.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do. electric 116 50
Rotary water motor washer 29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 ..... 2 00
Cast Head Mop 2 00
No. 10 ..... 2 30
Crank wringing 7 85
Smarts' 4 00
No. 11 Janitor 4 75
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ..... Net
Thousand Island ..... Net
Red Wing ..... Net
Blue Bird ..... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.
1⅛inch ..... 1 40 3¼inch ..0 15
2¾inch 030
List adopted Sept. 10 1920.
Advance over base on common wire nails in kegs.

2 inch	0 60	5 inch	base
1¾inch	0 75	4½inch	0 05
1 inch	$1 50	3 inch	0 20
2½inch	0 30	6 inch	base
1¼inch	1 15	3½inch	0 10

NAILS—

1½inch	0 80	4 inch	0 05
2¼inch	0 55	5½inch	base

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

B B Co LTD

Prices Right

Recent price changes have made Brown Boggs Tools more attractive than ever to the Tinsmith. For while we have cut the price, we have maintained the same rugged quality in all our products that made our Tools the acknowledged leaders in this line.

Brown Boggs Co., Limited

HAMILTON, ONT., CANADA

Toronto Representative :
A. B. WALKER
Holbrook Bldg.

Winnipeg Representative :
BISSETT & WEBB, LTD.

If interested tear out this page and place with letters to be answered

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.70 base.

Owen Sound or Collingwood, $3.70 base.

F.O.B. Montreal, $3.70 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.O.B. Montreal, $4.40 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
14 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 50
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 .. .. 0 67
2060 .. .. 0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. .. ..$ 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 34
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Parafine 0.20.0
List, less 15 per cent.
Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 70
Gargoyle Mobiloil, BB 1 70
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly **report.**

PACKING Per lb.

Fine jute .. ..$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch .	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1		
Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred		
No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white .		5 50
Do., gray		4 50
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe brand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		6 75
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

	Montreal	Toronto
Clay		
5 to 6 lbs. doz. ..	$7 25	$7 80
6 to 7 lbs., doz. ..	8 00	8 50
Rock—		
7 to 8 lbs., doz. ..	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in. 40%
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	....
3½ in	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 75
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65
F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 50	5 30
Ordinary, 52 sheets ..	$5 40	$5 25

PLATES, COKE TIN

20x28x100 lb. basis, box..$13 50
20x28IC, 112s, box 14 00
20x28 IX, 112s, box 16 00
20x28 IXX, 56s box 9 25
20 x 28 IXXX 56s bx..... 10 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp.) 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net

4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch .. 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—

No. 58, japanned ......$ 4 35
No. 158, galvanized 4 45
No. 59, japanned 4 45
No. 159, galvanized 4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0......	$6 85	No. 4....	$12 75
No. 1......	7 50	No. 5....	15 25
No. 2......	8 75	No. 6....	18 00
No. 3......	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING Toronto

Samson, 1 ply, roll ......$ 2 05
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 90

	Montreal.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq. 36" wide.. 2 85
Do., 18" wide 3 30
F. o. b. Montreal

Everlastic Liquid Roofing cement—

Per gal., in bbls. ..	0 70	0 70
5 and 10 gal. cans ..	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50

Reed's Plastic Asphalt Cement
per lb.
400 lb. bbls. 0 04
125 lb. drums 0 05
Above prices net. per doz.
10 lb. cans 12 00
5 lb. cans 6 60
1 lb. cans 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis.... 0 20
Double lathe yarn 0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marine, tarred 0 57
Halyards 50
Beaver Halyards, wht. pol.
¾ in. basis 0 35
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in. 0 48
Do., 5-32 in. 0 42
Do., 3-16 in. 0 39
Do., ¼ in. and up ..0 39 0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion ....List, less 10%

4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, O. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass 75/5%
Wood, F. H. bronze 72½/5%
Wood, O. H., bronze 70/5%
Wood, R. H., bronze 70/5%
Square cap .. ..55 %
Hexagon cap ....55 %
Coach or lag screws ....55 %

SCREWS No. 14 IRON BENCH

1 in. $11 25
1½ in. 13 50
1¼ in. .. .. 15 [illegible]

The Right Roofing to Buy

The kind that sells quick—Owl quality products are tremendously popular. Repeat orders are flowing in and not one complaint as yet recorded by customer or dealer. Owl quality products are dependable because the factory behind the product is modernly equipped and supervised by experts in this particular line of manufacture. If you have not ordered Owl quality products—do so now when big business is easy to get.

—The Quality and Value in Owl Roofing is unsurpassed

Our Quality Roofings are waterproof and weatherproof. They are fire-resistant because no oils whatsoever are used to "thin out." The Asphalt Owl Roofing is made to suit Canadian climatic conditions and does not deteriorate in service. They give maximum service at minimum cost. Feature Owl quality products and you will be well repaid through increased business and assured satisfaction.

Write to-day for Samples and Prices.

W. WALKER & SON, LIMITED

10-16 Alcorn Ave. **TORONTO**

Owl Roofing made in 1, 2, 3, 4, 5 ply. 108 sq. ft. to each roll. 32 in. wide. The fastest selling roofing on the market to-day.

—Owl Brand Asphalt Slates

Red or Green, size 9″x12¾″. Make an artistic, permanent, fadeless, weathertight, fire-resisting roof. **"They will not curl or crack."**

—Owl Brand "4 in 1"

Particularly economical — they require but one-quarter of the labor and only five nails to every eight used in laying individual slates. **"They will not curl or crack."** Surfaced in natural colors—red or green. No painting or staining required.

—Owl Brand Slate Surfaced Roofing

Slate surfaced in rolls 32x18″ wide. 108 sq. ft., 85-ft. roll. Nails, cement and instructions with each roll.

Samples on Request

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 65 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List.

Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50	ft. Challenge Stl...	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel	4 40
653—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin.......	7 37
143—3	ft. Steel Pocket	7 27
145—5	ft. Steel Pocket	9 20
175—5	ft. Linen Pocket	6 35
165—5	ft. Cotton Pocket ..	1 55

F.o.b., Montreal, Toronto, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz.......... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley. per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50

12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 85
Hawley & Norton, No. 1 .... 4 35
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. ......$ 0 48
Do., 4-ply, lb. 0 51
Cones, 3-ply, lb. 0 46
Do., 4-ply, lb. 0 49

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.

Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80, 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	3 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.

Stovepipe Wire
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 363

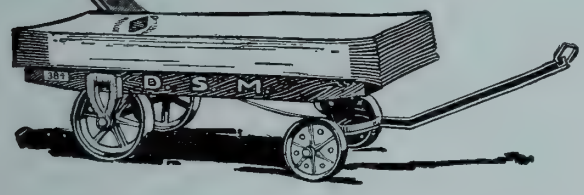
FOR METHODISTS ONLY!

Clarence B. White gets off some good stories occasionally in his advertising space in the American Metal Market and this one appeared a few days back.

A former Methodist who had strayed from the fold was observed attending church again in his familiar place. One of his old friends greeted him kindly and said: "Why, how does it come, Bill, that you're back with us again? I thought you'd gone over to the Christian Scientists." "That's true," was the reply, "but do you know, I got so darned tired of being happy all the time that I thought I'd come back to the Methodists again."

Moral: I was going to say "This shows you can get too much of even a good thing," but look how everybody these days is crazy to get Premier Galvanized Sheets—Maybe there aint any moral!

TINKER TOM



MADE IN PREMIER CANADA

NEWELL

Quality Service

ATTENTION—BUYERS

Under the above Trade Mark we manufacture all the following lines in Canada.

The factory and organization is behind every one of them. If you buy any similar goods, please let us hear from you. We would like to get acquainted.

Hack-Saw Frames in four different patterns.
Round Extension Curtain Rods Round Sash Rods
Flat " " " Flat " "
Round Extension Portiere Rods Bay Window Rods
Brass Plated Hooks and Brackets
Stair Plates Stair Rods Stair Nosings
White Reeded Poles and Silver Ends
Tumbler Holders Toilet Paper Holders Soap Dishes
Towel Bars 12 in. to 24 in. Tooth Brush Holders
Shoe Horns Garden Trowels

THE NEWELL MANUFACTURING CO., Limited

Prescott, Ontario

Ontario Representative:
GEO. B. JENKINSON,
166 Bay St.,
TORONTO.

British Columbia Representative:
GEO. MATHER,
Dominion Bank Bldg.,
VANCOUVER.

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100-lb. kegs	15 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. keg	12 14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21 27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	-06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
Can. red oxide bbls.	00 04
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 36

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Allbagloss	6 30
C.D. Master Painters'	6 75
R.C.J. & Co. Glitrox	6 00
Mooramel	7 00
Lowe Bros., Linduro	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hilcrest, Sanderson's	7 00
Luxeberry,	6 75
Agate,	4 45
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 15%.

Cut size sheet glass, 75% off November, 1920 list.

Montreal 70/10% o+.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
C. & A. pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.

Barrels, per gal.	$ 60
Half-Barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C. P., Co., pure colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
C. & A. Colors	3 45
C. & A. White	3 80
C. & A. Floor	3 30
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond, floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3 75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I. V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S. Colors	3 60
Do., H. S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colrs	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tone, colrs	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. & E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½-lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. tins, per lb.	0 36
50 and 100-lb. drums, per lb.	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin	1 30	1 50
Ramsay's	1 40	1 60
R. C. J. & Co.	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 08
B. H. Maritime Spar	5 13
B. H. Hard oil	2 76
B. H. Gold Metal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 80
Do., No. 2	4 48
Do., Floor	4 00
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O. P. W. Jasperite Pale Hard Oil	2 50
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry Light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Do., Nogloss, interior	4 40
Do., Interior	4 40
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint, C. P.	8 50	9 00
Perfecto N.	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	8 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	**per 100 lbs.**	
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE

Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

WHITING

Gilders, bolted in bbls.	$ 3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

PILKINGTON
BROTHERS ~ LIMITED

Economy

Shopping around for many different kinds of glass is not conducive to economy. We are prepared to figure on the quantity basis covering every kind of glass your contract requires. We can save your clients money.

British standards of quality—Prompt deliveries.

The Vancouver Block, Vancouver, B.C.
Glass supplied and glazed by Pilkington

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office: St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin .. .. 15% on list.

Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅝ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No. 1, $7.50; No. 3, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—

¼ to 2 -in., 25% and 10% off.

⅛, 2½, 3½, 4", 5 and 20% off.

Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 98c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$ 1 75

Mrs. Potts' No. 50 set 1 80

Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	.....
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

per gal.

Raw	$1 20
Boiled	1 23

MACHINES—WASHING

Each

Dowswell	$ 9 55
New Century	16 80
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

The Largest
Wholesale Hardware Dealers
in Canada

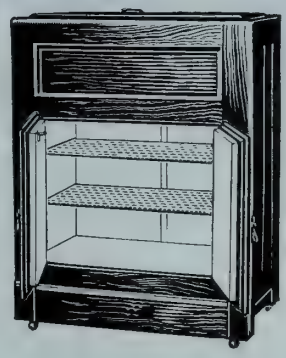
A Refrigerator For Every Purpose

REFRIGERATORS

Refrigerators Backed by Ashdown's 53 Years' Experience

Ashdown's are prepared to supply standard makes of refrigerators for every purpose, and in a wide variety of style and sizes, from the largest for commercial purposes in stores to the small, compact sizes for apartment houses.

These dependable lines are chosen with the usual Ashdown care in selection. They will be found conveniently arranged, well insulated, good ice-savers, and handsome in finish and appearance.



This seasonable item will shortly be in active demand. There isn't much time to spare if you are not well stocked now. This is one of a line of handsome, attractive refrigerators. Well displayed in your window, or on your floor, they will attract favorable attention at once. Their good selling points will arouse interest and convince your customers. They will close good sales for you.

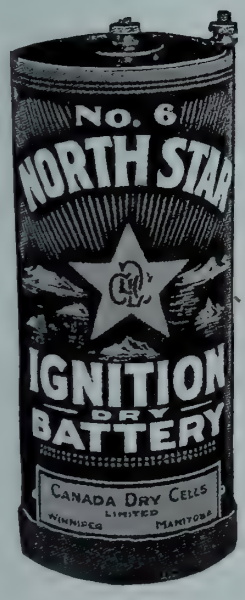
Ice Picks and Shavers - Ice Cream Freezers

Ashdown's 53 Years of Service Back You

The J. H. ASHDOWN HARDWARE CO., LTD.

Calgary WINNIPEG Saskatoon

To make the best battery that is possible— is our conscientious aim



How well we have succeeded is proven by our unqualified faith in our batteries to "deliver the current."

North Star Batteries must make good to the user—otherwise we do.

The dealer is authorized to replace any North Star battery that fails to satisfy—we stand the loss.

The margin of profit on the North Star line warrants your best sales efforts.

Ask your jobber or write to us

CANADA DRY CELLS LIMITED, Winnipeg, Man.

MANUFACTURERS OF

NORTH STAR Multiples and Dry Cells

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.......... $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs. ..$10 00
Plumbers, bale 50 lbs....... 4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor .	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B..	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C..	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine ..	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color..	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,.......	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1 ....$	1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½ $2 15
No. 165 x 3................ 3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.: No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%: flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES— Doz.

Clipper $16 80
Bush 16 80
Cast 15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt. $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6. $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½.....	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.50 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 48
Cotton, 3-ply balls	0 52
Cotton, 4-ply cones	0 50
Cotton, 4-ply balls	0 54

VARNISHES—

Stephens' Luminette, gal....	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods. list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional 7 50
Solid 7 00

WELL WHEELS Doz

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg. Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg. $7.00, 100 lbs.; galvanized. Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

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Pilkington Bros., Limited, St. Catharines, Ont.
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Stanley Works, The New Britain, Conn.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
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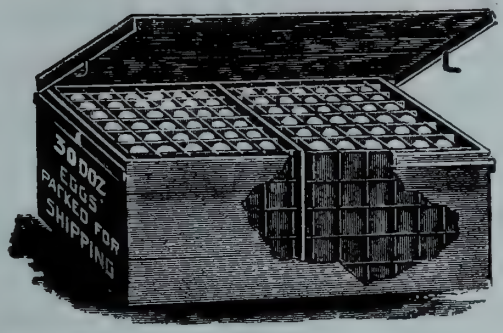

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Fillers absorb the odors from eggs and fresh fillers should be used.

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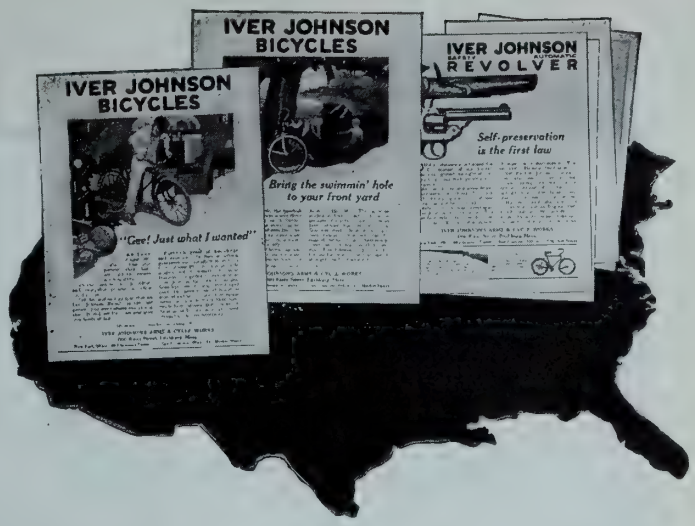

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Iver Johnson advertising reaches more than 16,000,000 people! Clerks, executives, laboring men, professional men, sportsmen, farmers, housewives—all are reached and influenced by Iver Johnson advertising in their favorite magazines.

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38"—Bicycles
38"—Motorcycles

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Revolvers—Shotguns—Bicycles—Motorcycles

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IVER JOHNSON
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If interested tear out this page and place with letters to be answered

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Walter Woods & Co., Hamilton, Can.

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THE BUYERS' GUIDE

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass. ... ...

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Brrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
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Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Motor Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Canadian Metal Products Ltd., Guelph, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

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The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

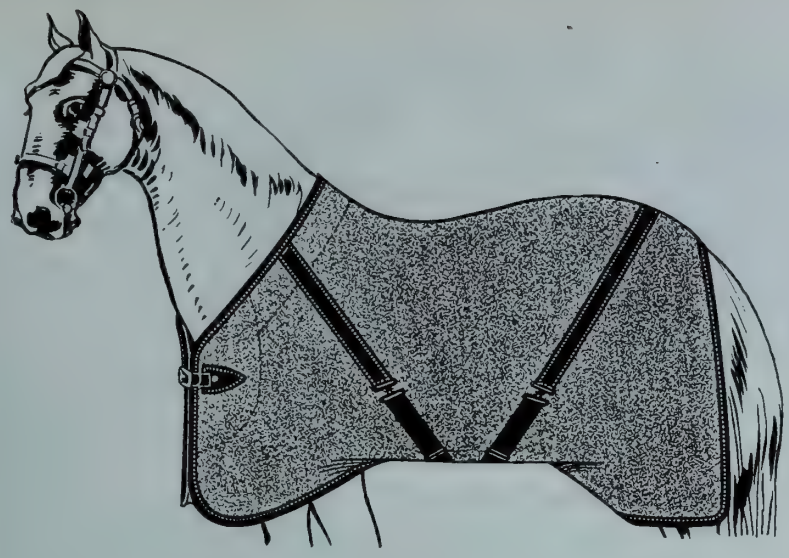
GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.



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Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto, Ont.
Hurtuboise, Limited, Montreal, ue.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited. Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph. Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
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London Rolling Mill Co., Ltd., The, London, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

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Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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A. Ramsay & Son Co., Montreal, Que.

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The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghoiuse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Standard Meter Co., Ltd., Toronto.

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Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand we are creating for you.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

Comes ready for use in 1- and 5-gallon cans, ½ barrels (about 20 gals.), barrels (about 40 gals.), and steel drums (43 gals.)

WINNIPEG VANCOUVER ST. JOHN, N.B.

The Barrett Company LIMITED

MONTREAL TORONTO HALIFAX, N.S.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

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Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa. ....

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininte Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
[illegible] Cordage Co., Montreal ad Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayaggamack Pulp and Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

Little Giant

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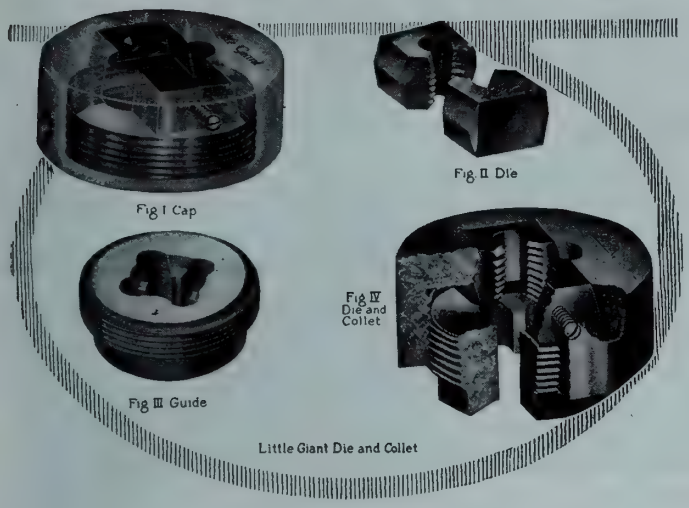

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THE BUYERS' GUIDE

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PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Otterville, Ont.
raeuter & Co., Inc., Newark, N. J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal. Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto. Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal. Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cecey Arms Machine Co. Toronto Ont.

Martin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co. Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines. Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

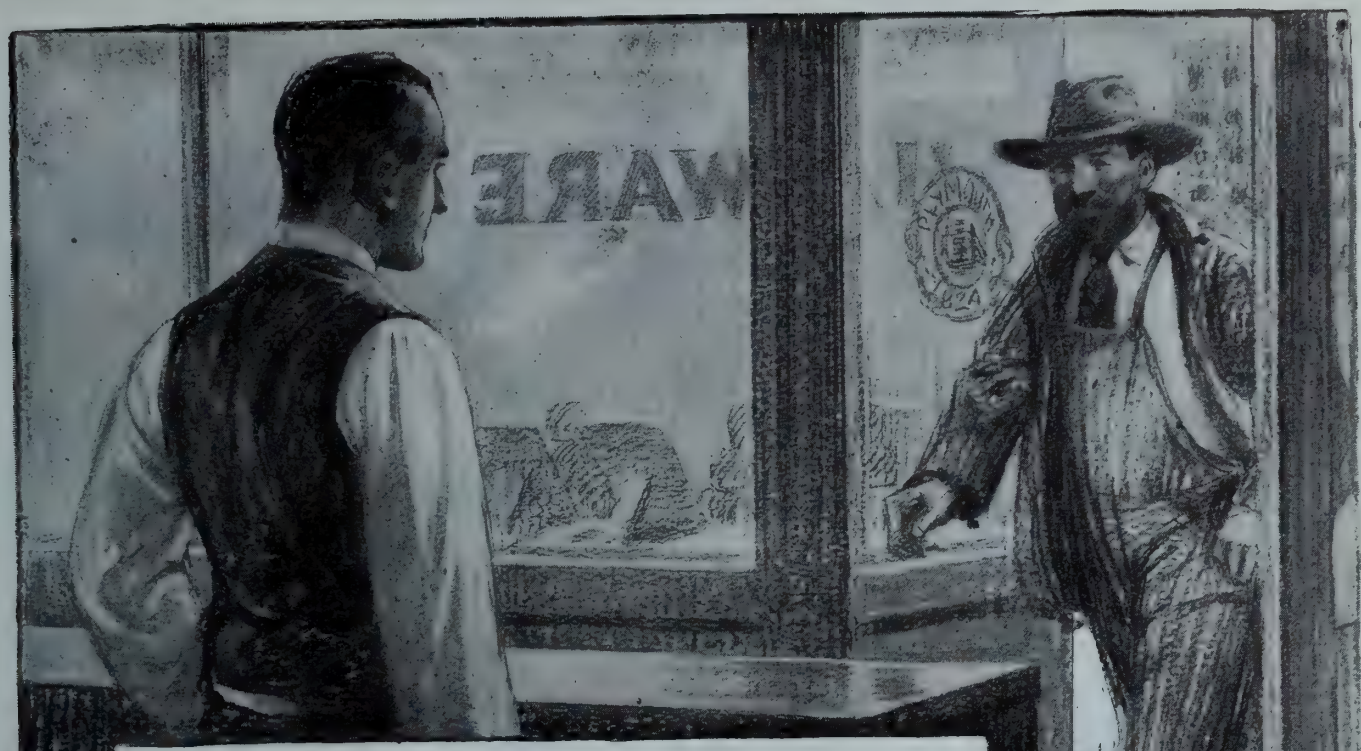
SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal. Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.



WHAT ARE YOU GOING TO SELL HIM?

"I want 100 feet of 7/8-inch hay rope."

You notice he said "feet"—not "pounds."

What are you going to sell him—100 feet or 24 pounds?

By selling him Plymouth Rope by the foot you can satisfy him and incidentally make a better profit for yourself.

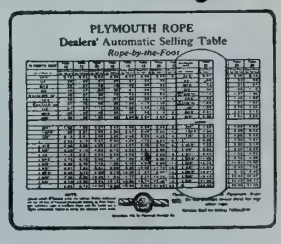
We'd be glad to tell you how.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited

TORONTO, CANADA Canadian Sales Agent



Since 1916 all Plymouth Rope 1/4" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope.

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered 5-103.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Grant Chater, Ltd., Toronto, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Canada Metal Co., Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL.
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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1500 GOOD TOOLS

TOOLS FOR MOTORISTS

Personal Contact Gets More Trade

The best way you can make your business grow steadily is to meet and talk to passing motorists, and sell them on the service you can give them with a Bowser Chief Sentry. Then you can increase sales in your other departments.

The Chief Sentry not only saves time for the customer, but it enables you to handle more trade per hour.

The automatic features of the Chief Sentry, liberally advertised in the Saturday Evening Post and Literary Digest, reassure your trade that they will get full measure for their money. The sight glass on the discharge arm shows the customer that the measure is full. The tally bell announces the completion of each gallon of gasoline delivered. The Bowser centrifugal water separator insures gasoline as dry and pure as when fresh from the refinery. The recording meter acts as a perpetual sales register.

The Bowser Chief Sentry is high enough and big enough to make an impressive appearance and attract trade; it is low enough to go under any filling station canopy. It is unusually attractive in design. Bowser service, combined with your personality, will attract more motorists **and bring them back.** Ask for booklet C-16, which describes the Chief Sentry money-making possibilities.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER & CO., LTD.,
Toronto - - Canada
Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used.

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

WRITE FOR BOOKLETS

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont
The National Electric Heating Co., Ltd., Toronto
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que
James Morrison Brass Mfg. Co., Toronto
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
McArthur Irwin, Montreal, Que
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont
Kasement Skrene Dore Co., Toronto
Steel Co. of Canada, Ltd., The, Hamilton Ont
The Western Wire & Nail Co., London, Ont

WIRE, ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal
Macdonald Wire Goods Co., Drummondville, Que

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co. Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

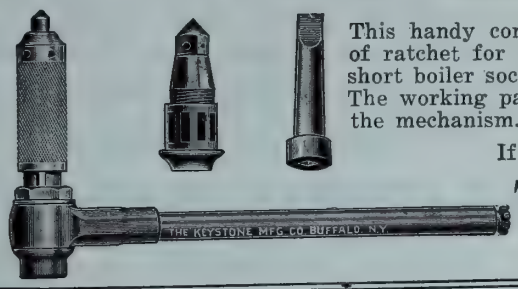
WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Metal Co. Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont

Keystone Reversible Ratchet

Combination No. 200
A Proven Record For Good Sales



This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

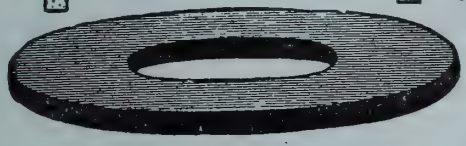
If your jobber cannot supply the demand, write us.

The Keystone Mfg. Company,
Postal Station "B" Buffalo, N.Y.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

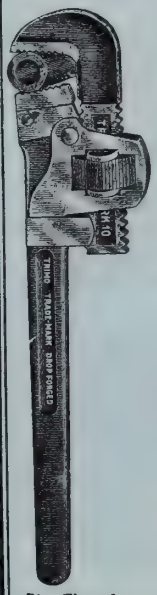
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

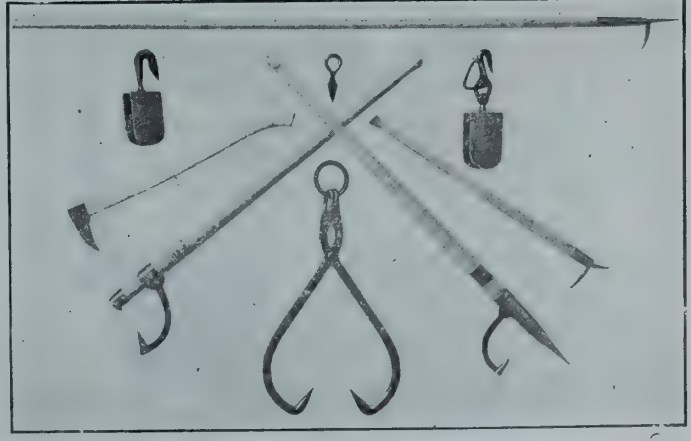
LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



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OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

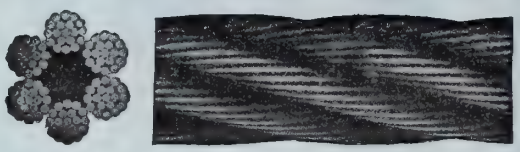
Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.

Regina, Sask. Peterboro, Ont.

Established 1870

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

PUMPS

For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery

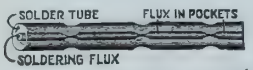
AYLMER PUMP & SCALE CO.

AYLMER, ONTARIO

KESTER ACID CORE WIRE-SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock soider.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.

225 Wrightwood Ave., Chicago, U.S.A.

FLY TERROR

Sells to Anglers

The Season is here! Display and advertise your Fly Terror. Let every Sportsman, Angler, Camper, Prospector, Surveyor, Lumberman, etc., know that you sell this absolute protection from black flies and mosquitoes. Fly Terror is non-poisonous, non-injurious to the skin, not greasy, is agreeable in odor and affords complete protection from flies and mosquitoes.

Made in Canada.

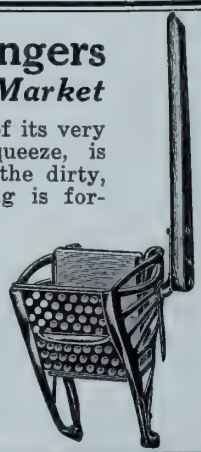
The Fly Terror Manufacturing Reg'd

7 Notre Dame Square, Quebec, Canada

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada**



WHITE MOP WRINGER CO.

OF CANADA

Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited

Hamilton, Canada

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Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

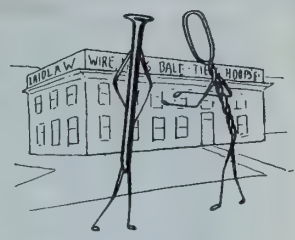
are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Do You Sell Wire Nails? If so, We Make 'em.



Packed in 100 lb. Net Kegs.

Our kegs are steel hooped, extra strong and tight joints.

Black Wire

Our oiled and annealed wire is shipped in coils of about 50 lbs. each with a nice black finish.

We also manufacture wire and steel hoops for all slack cooperage.

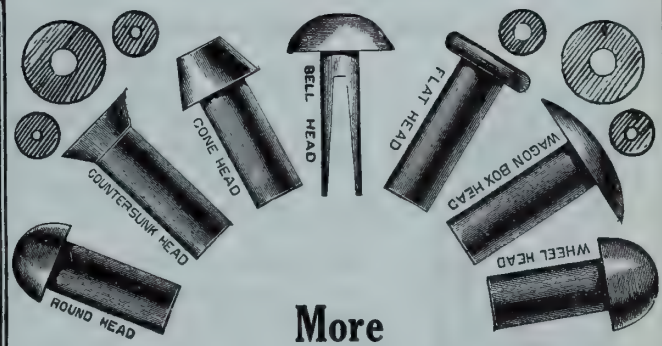
The Laidlaw Bale Tie Co., Ltd.
Hamilton, Canada

Say "LAIDLAW Products" to Your Jobber.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

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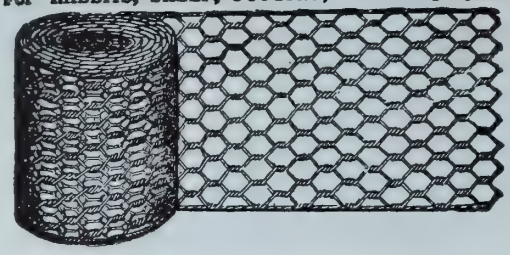
GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

"CROWN" METAL SHINGLES

Fire-Proof, Durable, Ornamental

Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one fourth the weight of wood it takes lighter framing; more durable and ornamental.

McFarlane-Douglas Co.
Limited.
Ottawa, Canada.

For information on any sheet metal problem, write above.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

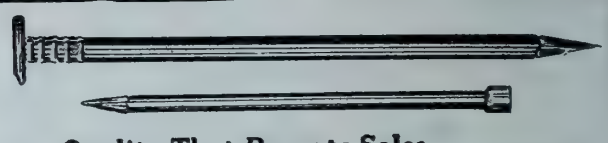
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Brooms

Brushes

Baskets

WALTER WOODS, LIMITED

HAMILTON & WINNIPEG

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Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

HERE'S THE MOST DURABLE SMOKE-STACK on the MARKET

It's welded copper steel with no lap seams for water, fumes or dirt to lodge in and rust it out. No lapped and riveted joints to give way under corrosion.

Each section is rolled so the two edges meet and then is welded or fused into one piece. The sections are similarly welded end to end, making a smooth, clean job from end to end inside and out.

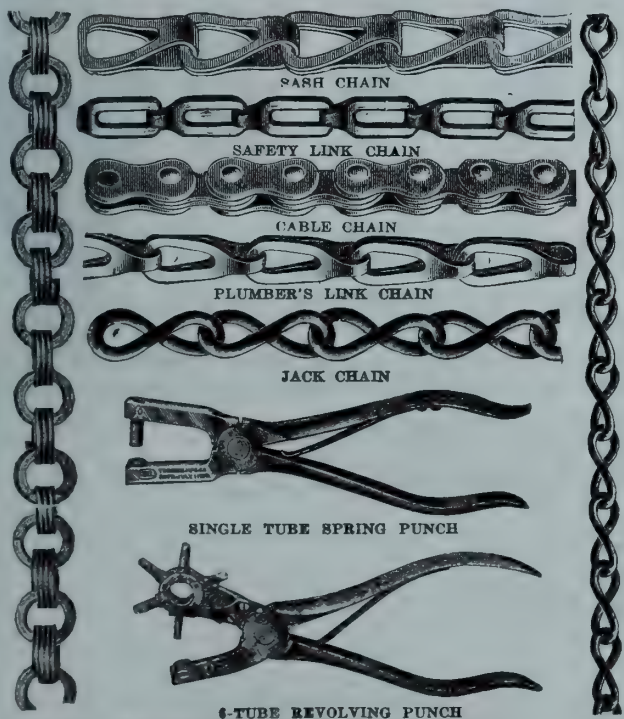
Then the whole is given a thorough coating of a special oil to prevent corrosion. This oil film is water-proof, fume-proof, acid-proof, brine-proof and gas-proof. Toughens with age but always flexible.

This is the stack you want
Write us your requirements

THE STEEL TROUGH & MACHINE CO., Limited

Tweed - Ontario

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

"DOON"

Twines & Cordage

Are Entirely Made in Canada

and are known for their absolute dependability and uniform quality

DOON TWINES D MADE IN CANADA

Satisfaction Guaranteed

FLAX, HEMP AND JUTE TWINES
For All Purposes

HOSIERY TWINES — MARLIN TWINES
PLOW LINES — CLOTHES LINES
FLAX, HEMP AND JUTE SEWING TWINES

Write for Samples and Prices.

DOON TWINES, LIMITED

Spinning Mills at Doon and Kitchener

HEAD OFFICE KITCHENER, ONTARIO

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Display your goods in
Hardware & Metal
National Show Windows

This display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90 per cent. of the retailers.

By using this medium of advertising you create desire in the buyers of the Canadian hardware trade. The buyers of the Dominion each week are interested to see what new goods, new models or new messages are displayed to the trade there.

HARDWARE & METAL
"Canada's National Hardware Weekly"
143 University Ave. - Toronto

Montreal Office
Southam Building

Winnipeg Office
Union Trust Building

Published Every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation audited by the Audit Bureau of Circulations.

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"Lively and Lasting"

RELIABLE

TRADE MARK

RELIABLE CANADIAN PRODUCTS

FLASHLIGHTS & BATTERIES

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

"M"

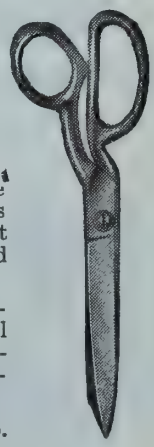
Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
Windsor

ACME SHEARS
Strong Keen Durable

"Acme" Cast Shears and Scissors excel in quality and finish for low-priced cutlery. Acme blades are strong and durable, with keen, sharp-cutting edges, familiar to all who have sold or used them. There are good sales for hardware merchants on

Acme
Shears
Scissors
Tinner's Snips



That "Acme" Shears are wanted, liked, and sold, is indicated by the fact that 35,000 pairs are produced daily.

If you are not already handling the "Acme" line it will pay you to do so, particularly in conjunction with a high-priced line.

Write for Catalogue No. 6.

The Acme Shear Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

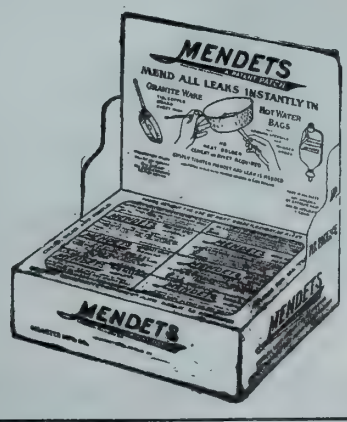
MENDETS
A PATENT PATCH

These effective, patent patches will add astonishingly to the net profits of a hardware store. If you have overlooked them; investigate.

You know almost everybody has leaky pots and pans that they would like to use. Mendets salvage them cheaply, quickly, efficiently. Suggest this idea to your customers by a Mendet display box on the counter.

Collette Mfg. Company
Collingwood, Ontario

Your Jobber has them



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"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A Maxwell Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

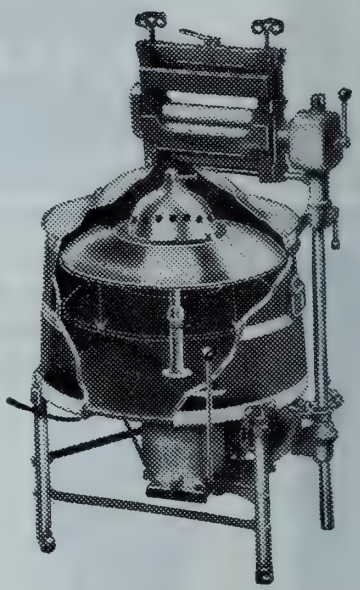
—Adjustable to size of washing;

—Heavy cypress tub **holds** heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

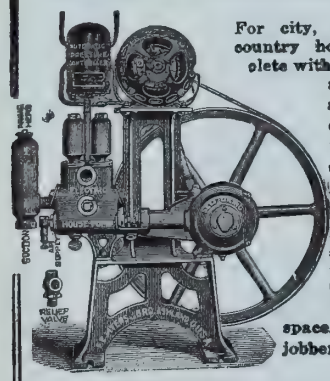
—Swinging, reversible quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED
St. Mary's, Ont.

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers — a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mill Co., Ltd., London, Can.

Sales Agents:
Western Canada, Bissett & Webb, Limited, Winnipeg

NORWEGIAN SKIS

We can offer first class skiis of ash, hickory or birch, in lots, at favourable prices.

BRODRENE EEN,
Jernbanetorvet 5,
Christiania, Norway.

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Tell Them To Use Desolvo!

When any plumbers or in fact any other customers come into your store and ask regarding something that will clean clogged or frozen pipe, without necessarily having to tear up floors, lawns, etc., show them and recommend

Desolvo Sewer and Drain Pipe Cleaner

Directions call for it to be simply mixed with cold water to prepare it. It makes profitable sales and saves time and money for you on your own jobs.

Order from your Jobber

The Chamberlain Desolvo Co., Limited
109 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 52 Craig St. W. Montreal.
Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ontario.
Western Canada Representatives: N. D. McPhail & Co., 528 Standard Bank Bldg., Vancouver, B. C.; 408 Donalda Block, Winnipeg, Man.

They Serve the Right Purpose

"MONITOR"

Coal Oil

Brazing Lamps

Made of Polished Brass; strongly constructed. Efficient and powerful lamps for brazing and similar operations on a big scale. Burners are of improved type giving a clean blue flame covering a large surface.

Portable and easily handled. Can be used in any position with safety.

We also make Stoves, Blow Lamps and Furnaces.

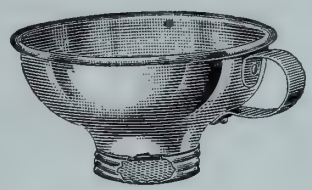
British Manufacture

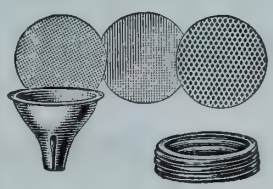
The Standard Meter Company, Limited

TORONTO, CANADA

AGENTS:
Manitoba and West:
Frederic Sara & Co.,
Calgary, Alta.
Ontario and East:
A. G. & A. L. Brown & Co.,
207 St. James St.,
Montreal, Que.

Viko for Preserving Time





is both practical and sufficiently superior to be a continuous source of sales with profit for dealers. Appropriate articles for preserving time.

Preserving Kettles
Fruit Funnels
Spout Funnels
Attachments
Pans
Colanders
Scoops
Measures

Viko Aluminum Ware has many novel features and outstanding advantages. For prices write to:

Hurtubise Ltd.
222 Notre Dame St. W.
Montreal

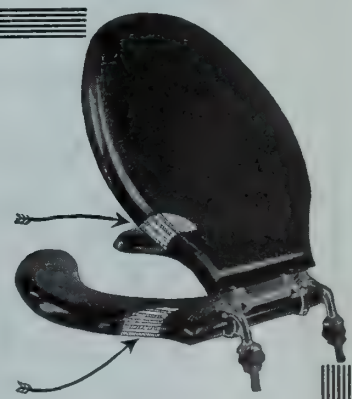
Ontario Representative:
A. P. HOPKINS,
371 Lyon St.,
OTTAWA, ONT.

Maritime Representative:
H. E. FRYE,
Box 61
MONCTON, N.B.

The Everlasting Veneer Toilet Seats

This is the strongest and cleanest toilet seat made. There are no cracks—made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?

CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.



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A PIECE OF TABLE-WARE

may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware and Metal is verified by the A.B.C. Hardware and Metal is the only publication of its kind in Canada that will supply an A. B. C. Audit.

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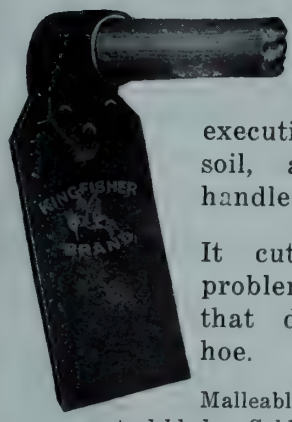
Kingfisher Grub Hoes



Fill the long felt want for a Hoe that will do good execution in stiff or dry soil, and be light to handle.

It cuts easily through problems in the garden that defy the ordinary hoe.

Malleable Socket. High carbon steel blade. Sold with handles complete. A tool that sells at sight and brings you pleased customers.

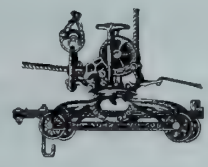
Have you our prices yet?

Riverbank Manufacturing Co. Ltd.
NEW GLASGOW, N. S.

Representatives:
G. H. Laidlaw, Halifax; David Philip, Winnipeg; F. Bacon & Co., Montreal; Geo. Mather, Vancouver,

PROMPT SHIPMENT

Hay Cars
Hay Track
Forks
Slings
Rack Clamps
Rope



Rope Hitches
Pulleys
Hoisters
Grab Hooks
Load Binders
Rafter Brackets

B T Hay Carriers

We fill hay tool orders **FROM ANY OF OUR BRANCHES** within 24 hours.

For 20 years we have been the outstanding firm of the hay tool business, making fully 75 per cent. of the hay carrier goods sold in this country. In no other quarter can the needs of your customers at this season of the year be filled so promptly or well.

WIRE your order and we'll ship it by the first train.

BEATTY BROS. Limited

Fergus, Ont.
London, Ont.
Vancouver, B. C.
Montreal, Que.
St. John, N. B.
Winnipeg, Man.
Edmonton, Alta.
London, England.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

EXPERT INVOICE MAN WANTED, ONE fully posted in hardware and general office work to take entire charge of staff. A good job for the right man. Must have references. Apply Box 14, Hardware and Metal, 128 Bleury Street, Montreal.

ESTABLISHED HARDWARE BUSINESS IN best part of New Ontario wants good hardware man to take some stock and manage business. Young man preferred. Must be a hustler. The company has new store. Stockholders are influential. For particulars Apply Box 715 Hardware and Metal.

WANTED—A GOOD ALL ROUND HARDware man, married preferred, for retail store in town of 1,200, would like a good live wire and if possible to invest $3,000 to $5,000 in this growing business. Stock carried $20,000; turnover $60,000.00. Apply stating salary to Box 38 Hardware & Metal.

SITUATIONS WANTED

ACCOUNTANT WOULD LIKE TO PURCHASE interest in old-established Hardware Business. Best of references as to character and ability. Box 888 Hardware and Metal.

HARDWARE CLERK, EXPERIENCE AS Clerk and manager desires position in retail or wholesale trade. Open for engagement July 1st. Please state salary. Best of references. Box 720.

HARDWARE MAN WITH TWENTY YEARS retail and wholesale experience wants position. Can start immediately. Box 435 Orillia, Ontario.

HARDWARE SALESMAN, MARRIED, DEsires position with progressive firm as head clerk or manager. Have had fifteen years experience, for past eight years as manager of large retail store. Open now for engagement. State salary. Can furnish best of references. Box 811, Hardware & Metal.

FOR SALE

HARDWARE BUSINESS IN ONE OF THE best Eastern towns. Good dairying section. Stock and fixtures about $11,000. Good reason for selling. Box 624, Hardware and Metal.

"VISIBLE" FIVE GALLON GASOLINE PUMP with Electric pump complete. Guaranteed in first-class condition. Very reasonable price. Apply, Montreal West Automobile Service, Montreal West, Quebec.

FOR SALE — TINSMITHING AND LUMBER Business, good town, central Ontario. Box 630.

FOR SALE—TINSMITHING AND PLUMBING smith tools and stock, $1200. Will rent shop for $15.00 a month. Box 962, Hardware & Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St Montreal. Telephone Main 8144.

MANUFACTURERS' AGENTS

MANUFACTURERS' AGENTS — LOCATED IN Vancouver, B.C., handling hardware lines only. Has room for one or two more good Agencies. Splendid connections throughout B. C. Address care of Hardware & Metal, 198 Hastings St. West, Vancouver.

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look through these you may find what you want

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:

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Quebec—Alexander Gibb, Montreal.

Ontario—T. Mortimer & Co., Toronto.

Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.

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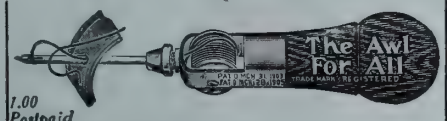


1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY

26 Woodlawn Ave. Chicago, Ill., U.S.A.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

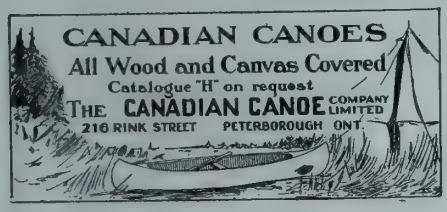
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario :
WHITES LIMITED, Collingwood



Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

ELECTRO-CASTINGS LIMITED
Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario :
WHITES LIMITED, Collingwood

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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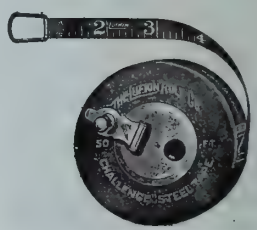
LUFKIN

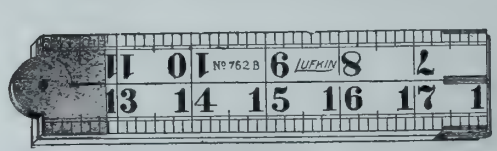


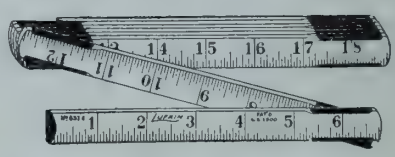
Tapes and Rules

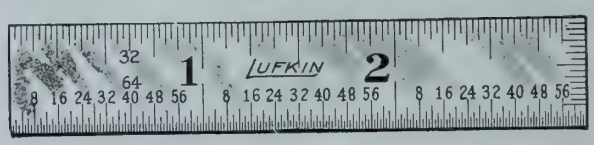
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

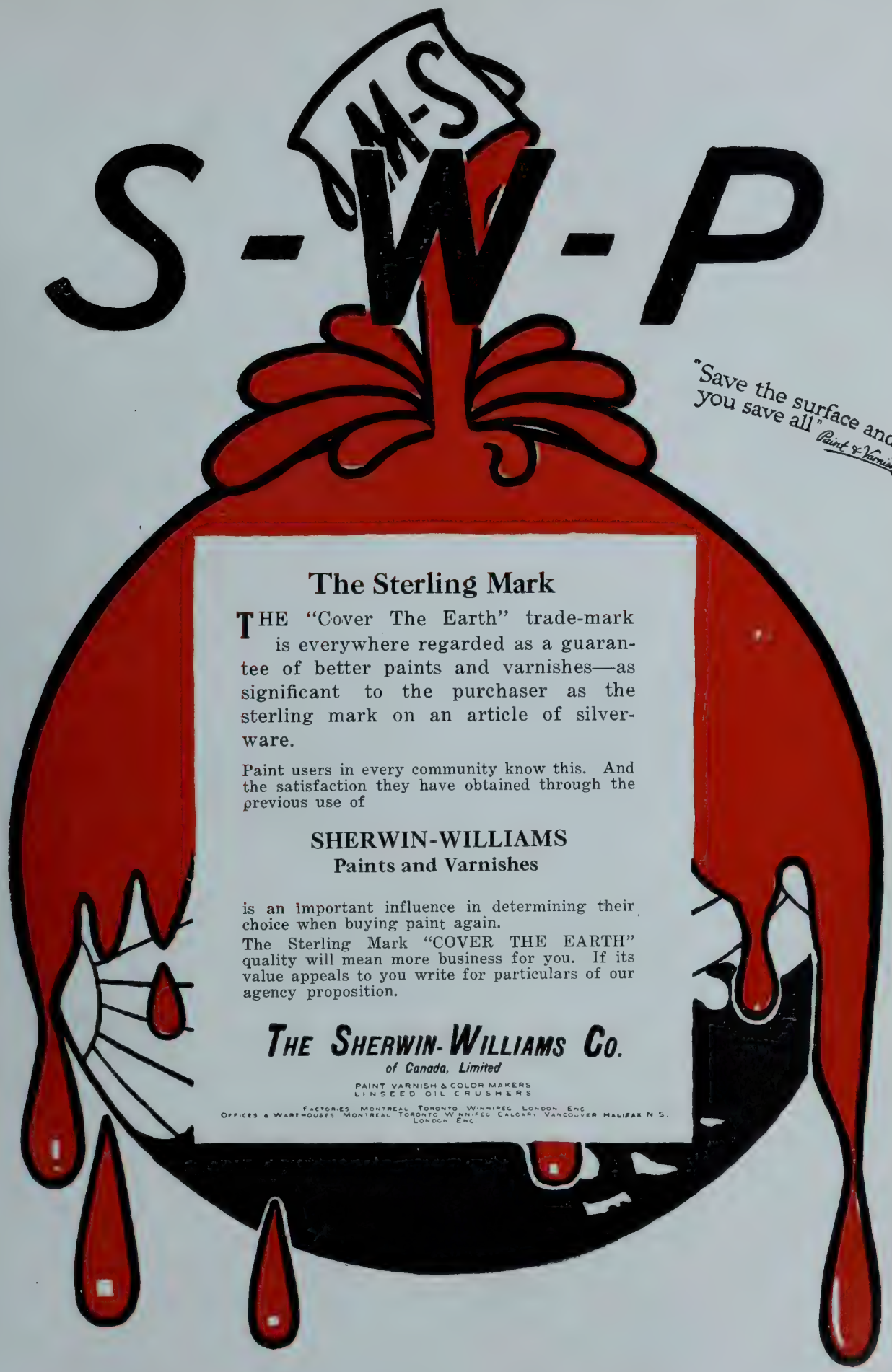
RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



The Sterling Mark

THE "Cover The Earth" trade-mark is everywhere regarded as a guarantee of better paints and varnishes—as significant to the purchaser as the sterling mark on an article of silverware.

Paint users in every community know this. And the satisfaction they have obtained through the previous use of

SHERWIN-WILLIAMS
Paints and Varnishes

is an important influence in determining their choice when buying paint again.

The Sterling Mark "COVER THE EARTH" quality will mean more business for you. If its value appeals to you write for particulars of our agency proposition.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

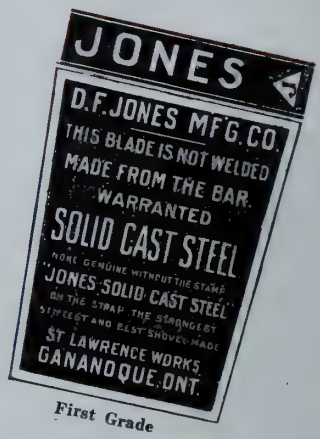
FACTORIES MONTREAL TORONTO WINNIPEG LONDON ENG.
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX N.S. LONDON ENG.

Hall Marks of Shovel Efficiency

Fourth Grade

Fourth Grade

Fourth Grade



First Grade

The Jones Trade Mark on shovels, spades, scoops, drainers, furnace scoops and snow shovels is your guarantee of the utmost in perfect shovel making—the result of 70 years of close study and scientific research under the most severe tests.

You can safely recommend all products bearing these labels for they are absolutely warranted against defects in material or workmanship. They will stand up and prove true under the most trying usage.

Here are shown only a few of our many designs. There is a Jones shovel for every use.

The D. F. Jones Mfg. Co., Limited

Gananoque - - Ontario

Established 1852

PUBLISHED EVERY SATURDAY SINCE 1888

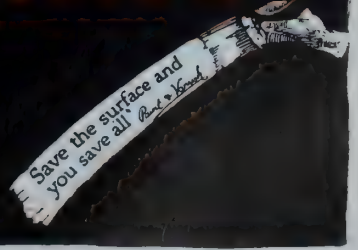
Hardware and Metal

Vol. XXXIV. No. 25 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA June 24, 1922

They Need No Apologist

CROWN DIAMOND PAINT PRODUCTS

Manufactured by
McARTHUR IRWIN LIMITED
ESTABLISHED 1842 MONTREAL



This is "*Buy-Time*" for Women Who Preserve

It's "Buy-time" for women who preserve. This very day thousands and thousands of Canadian women are checking over their kitchens, getting all ready for the annual preserving.

Some of these women will need a preserving kettle, a cullender, a ladle or a fruit jar filler. But the great majority need whole sets. And that's the way to sell. Sell your customers complete sets of preserving utensils instead of just odd articles. Make up several different sets in Diamond Ware or Pearl Ware and on each set put an attractive price.

93

SMP Diamond or Pearl WARE

"A Face of Porcelain and A Heart of Steel"

Use our striking window trims, price tags, giant ads and other helps to assist you in this. You'll find our special series of preserving advertisements a big help, too.

If you need any further help to make preserving season pay, look to us.

SHIPMENTS MADE PROMPTLY

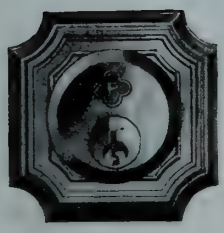
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

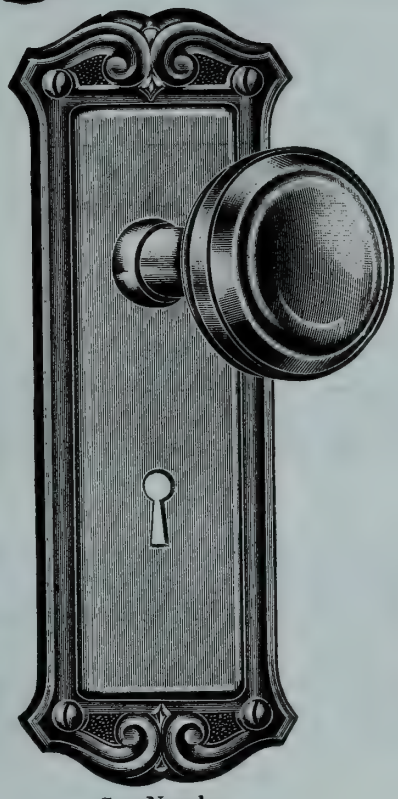
SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS



Set Number
48770

Set Number
47765



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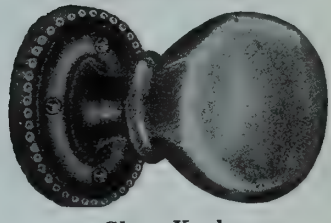
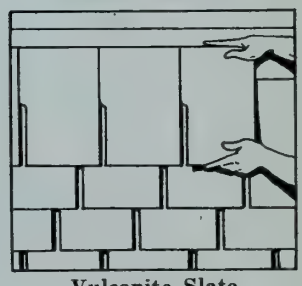
Imperial Design



Glass Knob

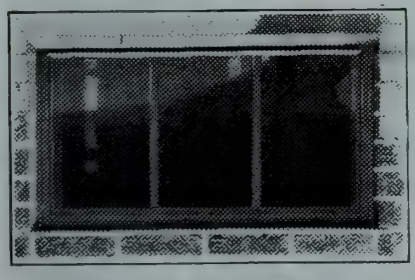


Vulcanite Slate
Shingles

Don't Let the Builders' Hardware Business——

get away from you. Get the contractors' specifications. Send them in to us and we will assist you to quote. Carry a small general stock. We can supply the rest at a moment's notice.

Ask the "RICE LEWIS" man, or write direct



Truscon Steel Sash

RICE LEWIS & SON, Limited

Victoria St., TORONTO

If interested tear out this page and place with letters to be answered

"Seafoam" Electric Washer

logic

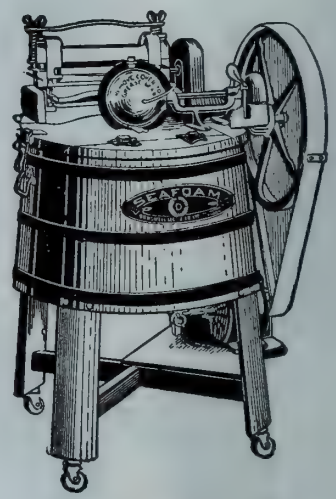
We are presenting the following facts, believing that when you are acquainted with them you will become as ardent a booster for SEAFOAM ELECTRIC Washing Machines as we are ourselves.

They are made to last, from materials that have been carefully selected, so that they will reflect nothing but credit to the dealer who sells them.

They are finished completely in every detail, their appearance bespeaks one of quiet dignity with plenty of reserve ruggedness.

A machine of this type will readily attract the type of attention that will result in sales for the dealer, they appeal both to the fastidious and the practical buyer.

Would it not be worth your while, in view of the foregoing to investigate these claims? There are other "DOWSWELL" lines that are made under the same rigid supervision, each one of them offers a sterling proposition.



Style "A" Dolly Type **Reversible Wringer. Washes and wrings at same time or separately—all by power.**

1-4 H. P. Splash Proof Motor. Style "B"—For Engine Drive.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.

MAKE HIM REMEMBER

It Will Please Him - - Be Profitable For You

You can get your full share of their oil business if you will keep the motorists who come to you for hardware and other things, reminded that you sell Gargoyle Mobiloil and can correctly fill their lubrication needs.

When a man who drives a car comes in to buy a hammer or a gallon of paint, he may be just on the point of buying Gargoyle Mobiloil. It will mean profit for you and it will please him if you remind him. If you don't, he will likely buy some place else.

A hint to your clerks on this point may not be out of place.

Then, too, you can remind all of your customers that you can *correctly* supply their oil needs by attractive counter and window displays.

Keep your stock of Gargoyle Mobiloil in plain sight. A window display will bring some customers into your store who would not call otherwise. Most motorists know that the red Gargoyle means good lubrication.

Hang the Chart of Recommendations in a conspicuous place on your wall. This shows your customers that you have Gargoyle Mobiloil for every make of automobile, truck, tractor and motor cycle.

The results from reminding motorists constantly that you have Gargoyle Mobiloil for sale, will be a pleasant surprise. Many dealers have increased their business, not only in oils but in everything they sell, in this simple way.

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil.

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

How to Read the Chart:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
BB means Gargoyle Mobiloil "BB"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	A	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc.
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc.
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton) (Buda Eng.)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model 8-E)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (¼ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)							A	A	A	A
" (Model 490, G. & Lt. Del.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A						
Garford (¼ & 7½ ton)	A	A	A	A						
" (2 ton)	A	A	A	A	A	A	A	A	A	A
" (3½ & 5 ton)	A	A	A	A	A	A	A	A		
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G. M. C. (Model K15)			B	A						
" (Mod. K16, K41, K71, K101)	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton)	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc		
Gray Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Haynes (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	A				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kissel Kar (12 cyl.)									A	A
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kochler (Model M)	A	A	A	A	A	A				
" (Model MT)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	A	E	A	E	A	E	A
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Moon	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc.
Nash	Arc	Arc	Arc	Arc	A	A	A	A	A	A
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
National (6 cyl.)	A	A	A	A	A	A	A	Arc	A	A
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	A	A	A	A	A	A	A	Arc	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	Arc	Arc	Arc	Arc
" " All Other Models	A	A	A	A	A	A	A	A	A	A
Premier	A	A	A	A	A	A				
R & V Knight	BB	A	B	A	B	A	A	Arc	A	Arc
Reo	A	Arc	A	Arc	A	Arc				
Rolls Royce	B	A	B	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc						
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Service (Model 220)	A	Arc								
" (Model 15)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	B	A	B	A	B	A	B	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A								
White (Mods. 15-45 & 20-45)							A	A	A	A
" (16 valve)	A	A	A	A	A	A	A	A		
" (3 & 5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

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CANADA
FOUNDRIES & FORGINGS
LIMITED

BOY SCOUT AXES

MADE EXPRESSLY FOR
SCOUTS AND CAMPERS

14 inch hickory handle weight of head
Full polished square head 1 pound

—A—

DIAMOND G WARRANTED PRODUCT

PRODUCED BY

JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

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N. SLATER COMPANY, LIMITED

HAMILTON - - CANADA

Representatives:

N. J. Dineen, Winnipeg, Man.
A. T. Chambers, Vancouver, B.C.
T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Que.

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DAVIDSON

Made in DAVIDSON'S GOODS MADE IN CANADA THE SEAL OF DURABILITY *Canada*

Always buy Goods bearing this label

ENAMELEDWARE

The **CLEAN** *Ware*

"MARATHON"
Chocolate and White

"PREMIER"
Blue and White

"COLONIAL"
All Grey

THE Davidson "Seal of Durability" on any article of Enameledware is the equivalent of the sterling hallmark on silverware.

It denotes a quality and a workmanship which is recognized everywhere as the best.

The dealer who sells Davidson Enameledware has absolute confidence in it, because of his past experiences.

The housewife who has used it knows that for its wearing qualities alone, it is the most satisfactory Kitchen Ware she has ever used.

So it always pays to carry a full stock of these brands, because they create a steady demand and are, moreover, very profitable lines.

If you are not as yet on our books let us send you a sample order.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: Montreal

Branches: **Toronto Winnipeg Calgary Vancouver**

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Westinghouse Type H Iron

Show Your Customers the Type H Electric Iron's Points of Leadership

Feature The Type H. Iron—It is every inch a leader from the tip of its shiny beveled point to its handy grip plug.

The beveled edge, an exclusive feature, permits the user to look directly down on the work; the broad ironing surface enables a greater volume of ironing to be handled more quickly; the ironing surface heats quickly and evenly; the plug and handle are specially designed for greatest convenience. You will find that these are features women are looking for in irons.

Point them out to-day and you will reap the benefits in an increasing volume of sales.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.

MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Building.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

CANADIAN WESTINGHOUSE

MONTREAL—113 Dagenais St.
WINNIPEG—158 Portage Ave. E.

Repair Shops:
VANCOUVER—1090 Mainland St.

TORONTO—366 Adelaide W.
CALGARY—316 3rd Ave. E.

Westinghouse

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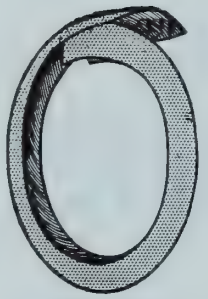
Gain Their Goodwill

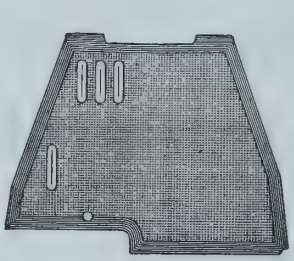
Through

"GUTTA PERCHA"

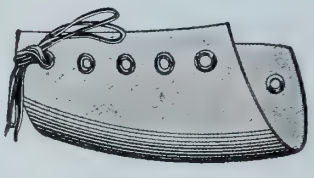
Accessories



Reliners



Windproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

Reliners. Remember these reliners when your tire is young. Have them available for the day when your tire grows old, and the "soft spot" comes, and the days of your tire seem numbered. For these handy reliners applied in time will lengthen the days of your tire and postpone the evil hour of the "blow-out."

Windproof Mats. Sell them all the year 'round. In winter they keep out the icy blasts from below; in summer they prevent odors, heat and dust from coming through the openings for clutch and brake. They fit snugly. Made in suitable styles for Ford Touring Cars, Sedans and Coupes.

Lace-on Boots. Quick, effective first aid when a weak spot begins to cause the motorist anxiety. "Soft spots," "rim cuts," and "cracks" can be protected and prevented from growing worse until permanent repairs are available.

Sealtite and Vulkapatch are insurance against tedious delays on the road. They also help to relieve anxiety and worry by their mere presence in the car when touring. They heal a tube quickly so that it can be used immediately. No special tools are required—just the two hands of the motorist.

"Quality All Through"

Gutta Percha & Rubber, Limited

Head Offices and Factories: TORONTO

Branches in All Leading Cities of Canada

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M. R. M. CO.

WROUGHT PIPE

COUPLINGS AND NIPPLES

Do away with experiments when buying wrought pipe. Insist on Pipe that is rigidly tested, specify

M. R. M. PIPE

Each length is tested to withstand a pressure of 600 pounds per square inch.

BLACK and GALVANIZED

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

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"Here is a Real Leader!"

EVERY hardware merchant has one particular tool which he is always glad to sell, because he knows it will not only give him a fair profit at the time of the sale, but it will also create confidence between the buyer and his store.

Disston dealers find that the Disston—"the saw most carpenters use"—is the best leader for a hardware line. When they sell a Disston Saw, they know that the customer will not only be pleased with his purchase, but he will prove it by more business.

Disston makes a great variety of saws, files, and tools, but they are all of one quality. When you sell the Disston line you are selling satisfaction, and satisfaction, as you know, means repeat business.

Henry Disston & Sons, Ltd.

TORONTO, CANADA

Branch: Vancouver, B.C.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered

Door Holders and Door Bumpers

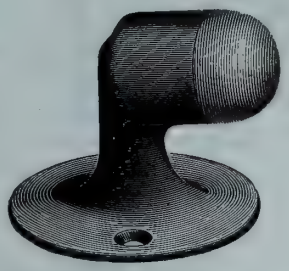
Every Customer a Prospect for These if you let them know about it

By Way of Suggestion

A lot of unnecessary damage to walls can be prevented by using T.F. Door Bumpers — inexpensive yet so effective.

By an occasional reference of this kind to your customer a good service may be rendered and easy sales made — T.F. Bumpers and Door Holders are needed in every home, their usefulness is beyond question.

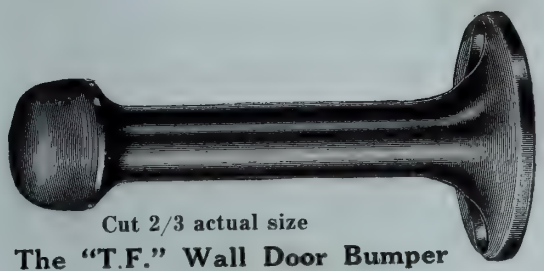
If your jobber does not carry "T.F." lines write us direct.



Door Stop with Screw Attached

The "T.F." Floor Door Bumper

Wrought Metal Door Holder (Actual size)



Cut 2/3 actual size

The "T.F." Wall Door Bumper

(Actual size)
Spring Steel Door Stop

TAYLOR-FORBES Company, Limited

Head Office and Factory **GUELPH, ONT.**

TORONTO	MONTREAL	VANCOUVER
QUEBEC	ST. JOHN	HALIFAX
WINNIPEG	REGINA	CALGARY

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Names that Sell the Goods

You know, Mr. Dealer, the value of a name. The goods that sell best are these whose names are well and favorably known.

These brands of files are known to file users as the standard. Stock them, and they sell themselves.

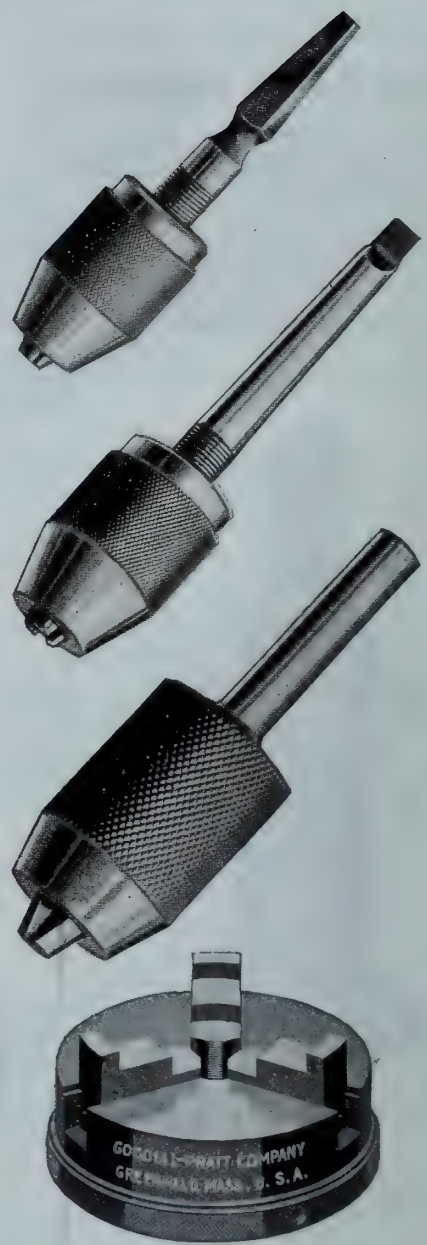
Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

GOODELL-PRATT

1500 GOOD TOOLS



DRILL CHUCKS

Strong and serviceable Drill Chucks of various capacities with all styles of shanks at very moderate prices.

Accuracy guaranteed by

Goodell-Pratt Company
Toolsmiths
Greenfield, Massachusetts, U.S.A.

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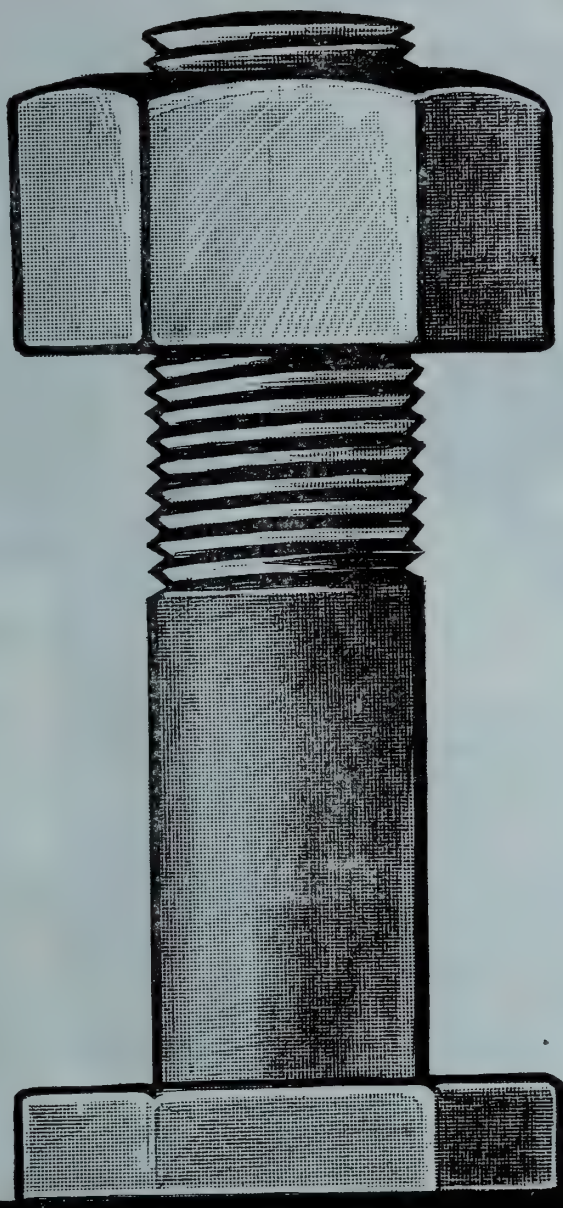

BOLTS

Rivets · Nuts · Washers - All sizes · All shapes

NOVA SCOTIA STEEL & COAL COMPANY, LIMITED
A Unit of the
British Empire STEEL
Corporation Limited
Canada Cement Building
MONTREAL

From ore to finished product · All within the Empire

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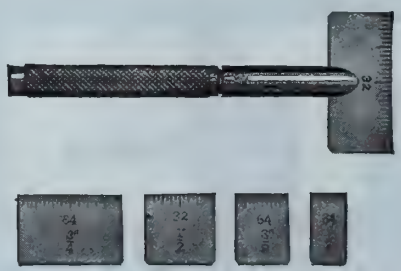
Sell Starrett Steel Rules

Every machinist knows what it means to try to measure small recesses with an ordinary rule. That's why we brought out this Starrett No. 423 Tempered Steel Rule with Holder. It makes it easy to take accurate measurements anywhere.

Tools that make the machinist's work easy are easiest to sell. More than 2,100 tools of this character are described and illustrated in the Starrett Catalog No. 22 "MA" and special Supplement of New Tools. Write for free copies.

The L. S. Starrett Co.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
Athol, Mass.



Starrett Tools

42-339

"Gun" Taps

The *Original* Spiral Pointed Taps

GTD "*Gun*" Taps have been on the market 8 years—following a 40 years' search for means to reduce the high cost of tapping holes on "production" jobs. The solution is the shearing motion with which the tap cuts, causing the chips to *curl out ahead* of the tap instead of clogging the flutes. *The degree of efficiency depends on the angle to which the lands are ground, and "hook" of the cutting edge.*

REG. U.S. PAT. OFF. GTD

The flutes can be very shallow, as they are not required for chip passage. Hence the ruggedness of the "*Gun*" tap.

Eight years' experience in determining these small but important relationships for every kind of metal permits us to offer prospective users a tap that will perform almost perfectly—eliminating 90 per cent. of tap breakage and insuring clean, true threads.

GTD products are leaders in their fields—"*Gun*" Taps is one of an extensive line of small tools—send for the complete catalog No. 46A. Your copy is waiting for you.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED . GALT, ONTARIO

If interested tear out this page and place with letters to be answered

Sell on Time for Cash

Realizing that the only factor that is limiting the dealer's sales of "BLUEBIRD" washing machines, and keeping him from developing this profitable line of business to the full extent of the market is the inability of the average housewife to pay cash for her machine.

The "Bluebird" Corporation Limited, Brantford, Ont.,

is now prepared to finance the time sales of "BLUEBIRD" Washing Machines for all dealers of good credit rating, without expense to the dealer, assuring him the full cash price of the machine when the sale is made.

The "Bluebird" Plan

Brings to every dealer the unlimited capital and resources to offer time payments freely and gladly to every woman in his community of good credit standing.

Gives the dealer's customers the full advantage of time payments while affording the dealer the full advantage of a cash transaction.

Write at once for details of this important "Bluebird" development

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

Your Customers Know About "GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

But do They Know Where to Get It?

Through effective advertisements in The Saturday Evening Post and various outdoor publications, the American public has been thoroughly familiarized with the utility, convenience and economy of Gold Medal Folding Furniture. Thousands of inquiries have been received from all parts of the country, as the result of this advertising, indicating a keen popular interest in this well-known line of folding furniture—and indicating, also, that **many people don't know that their local dealers sell this good line.**

Wherever this condition exists, dealers are losing **the advantage to them** of Gold Medal national advertising. Make this advertising work for you. Create the proper tie-up between our advertising and your store by displaying articles of Gold Medal Folding Furniture in your windows and on your floor. List Gold Medal folding cots, porch and lawn chairs, folding tables, etc., in your local advertisements. Let your customers **know** that they can buy from you the articles of folding furniture that they have seen advertised in The Saturday Evening Post and other publications. **It will pay!** Gold Medal advertising is working for you. Why not work **with it?**

Gold Medal Camp Furniture Mfg. Co.

1704 Packard Ave., Racine, Wis.

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

If interested tear out this page and place with letters to be answered

Reasonable in Price

If you want an attractive roof for your home that will give complete satisfaction at a very moderate price use

Brantford Crystal Roofing

Quality and surfacing are exactly the same as that of the famous Brantford Asphalt Slates. The colors are harmonious and never fade. It is a permanent, safe, fire-resistant roof. (Made in two widths—18-inch and 32-inch.)

Brantford Roofing Co.
Limited
Head Office and Factory,
Brantford, Canada.
Branches at
TORONTO,
MONTREAL,
WINNIPEG,
HALIFAX.

SIMONDS

Crescent Ground

CROSS-CUT SAWS

Cut 10% more Timber

Assure Satisfied Customers

SIMONDS

Canada Saw Co., Ltd.
"THE SAW MAKERS"
Montreal, Que.
St. John, N. B. Vancouver, B. C.

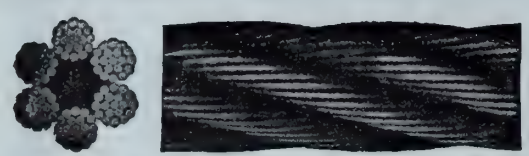
No. 71 Fire Pot
List Price Each $27.20
Ask for Discount

RECOMMENDED ALWAYS AS THE BEST

The No. 71 Improved Double Needle Fire Pot produces the highest degree of heat and is smokeless, odorless and noiseless. Either gasoline or kerosene can be burned by changing the Jet Block. Orifice is cleaned by short Needle, long Needle regulates. Burner can not be ruined by forcing the Needle as in other makes, as both Needles are blunt. A pair of 12 lb. coppers can be heated and a pot of metal melted quickly. Practically wind proof. Jobbers supply at factory prices. Send for catalogue.

Clayton & Lambert Mfg. Co.,
10615 Knodell Ave.,
Detroit, Mich., U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

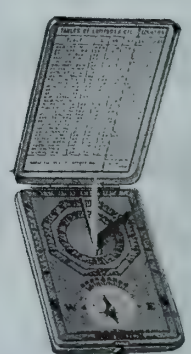
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Compass and Sun - Dial



Retail Price
$1.50

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited
DEPT. 3
Yonge & Wellington Sts., Toronto, Ont.

If interested tear out this page and place with letters to be answered

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

"I received your sample of Kester Acid Core Wire Solder and have tried it out and like it fine. Have bought a spool of it from my dealer and find that it saves a lot of trouble. All I have to do is to heat my soldering iron and the solder will do the rest.

"I am glad I found your advertisement and sure appreciate it very much."

—JOHN C. BUCK
Harrison, Neb.

APPLY the heat—and from the inside of the *hollow* Kester Acid Core Wire Solder, the acid will run on to the article you are soldering. After it—*always* after it—will come the solder, it's perfect flux formed. Remember, it's simply high grade flux and high grade solder—the same as you are using now, but far, far easier to apply. Fill out the coupon below and get a free sample to try for yourself.

In the illustration below the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

KESTER
Acid Core WIRE SOLDER

CHICAGO SOLDER COMPANY H&M 6-24-22
42 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

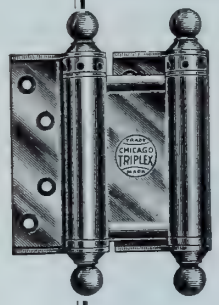
Name .....

Address .....

SAMPLE FREE

If interested tear out this page and place with letters to be answered

Send For Catalog M36



TRADE **CHICAGO** MARK

SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.

You can safely stake your reputation on its quality and performance. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Chicago Spring Butt Company.
CHICAGO NEW YORK

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)

Diamond King (glass) **Western King (enamel)**

Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

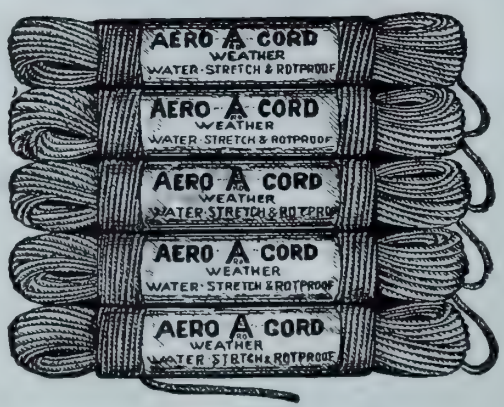
THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.

Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited
Waterville, Quebec



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG. CO., LIMITED
LENNOXVILLE QUEBEC
Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

If interested tear out this page and place with letters to be answered

Summer is Here

and now is the time to push the sale of Stratford Lawn Swings, Garden Seats, Folding and Camp Chairs, etc.

These lines will have a distinct appeal to your customers these fine days. Be sure you have a good stock, display them and they will attract business to your store.

Write for catalogue D.

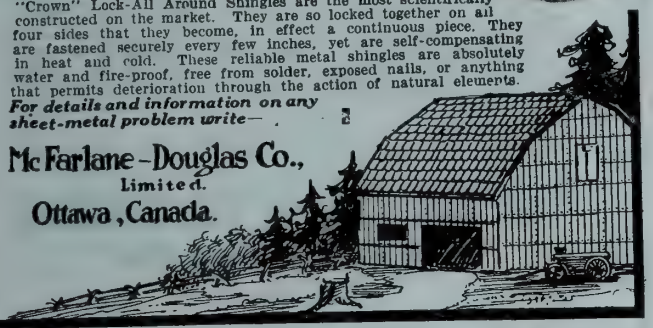
The Stratford Manufacturing Company Ltd.
Stratford, Ontario

"CROWN" METAL SHINGLES

Securely Locked On All Four Sides

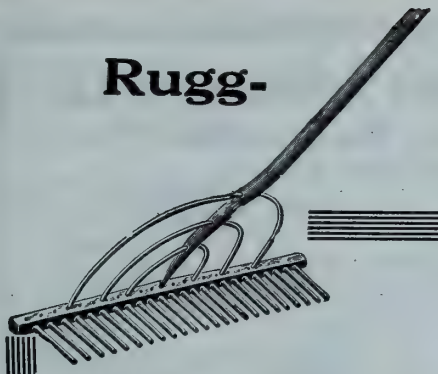
"Crown" Lock-All Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self-compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—



McFarlane-Douglas Co.,
Limited.
Ottawa, Canada.

Rugg-Ball

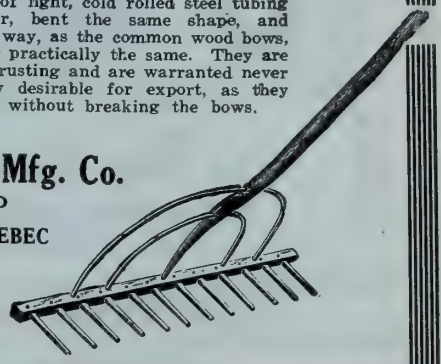


Hay and Lawn Rakes

These beautiful, well-made rakes are made of the best White Ash and Maple stock. The teeth have no shoulder; each tooth is pinned in place, which makes the lightest, strongest rake made.

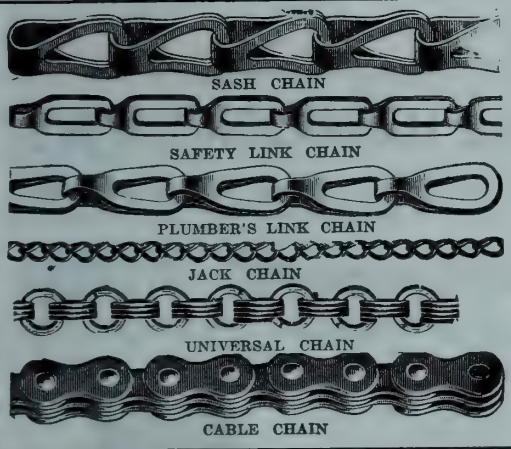
STEEL TUBE BOW RAKES

are made with bows of light, cold rolled steel tubing ¼ inch in diameter, bent the same shape, and fastened in the same way, as the common wood bows, the weight also being practically the same. They are varnished to prevent rusting and are warranted never to break. Especially desirable for export, as they can be easily set up without breaking the bows.



RUGG-BALL Mfg. Co.
LIMITED
AYER'S CLIFF, QUEBEC

Order Now for Spring



SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS

4 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

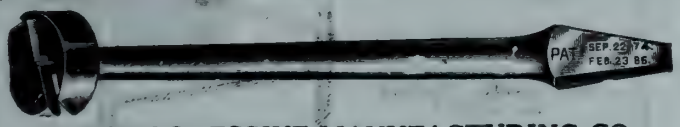
THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

WHEELER & BAIN, LTD. **TORONTO**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Christopher Johnson & Co.

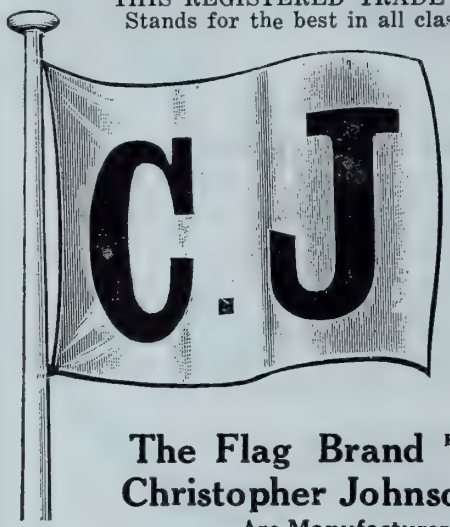
Cutlery Manufacturers

WESTERN WORKS:
Sheffield - - - England

Cables: Johnson, Sheffield.

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

THIS REGISTERED TRADE MARK
Stands for the best in all classes of



CUTLERY

Quality!

Reliability!

Finish!

The Flag Brand Established 1836
Christopher Johnson & Co.
Are Manufacturers of

HIGH GRADE Table Cutlery, Pocket and Pen Knives, Scissors and Razors.
Spoons and Forks and All Classes of Electro Plated Ware.

You Should Increase

Your Egg Filler Business

Always recommend fresh fillers be used for every shipment — it's the only way your customers can be sure the eggs will reach the market in proper condition.

Used fillers absorb the odor given off by new-laid eggs—and egg shells are porous, susceptible to surrounding odors. Eggs shipped in used fillers become tainted—can't help but be.

You owe it to your customers—and the public—to see that they use fresh fillers in every shipment.

The Miller Bros. Co., Limited
511 St. Catherine Street West
MONTREAL

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

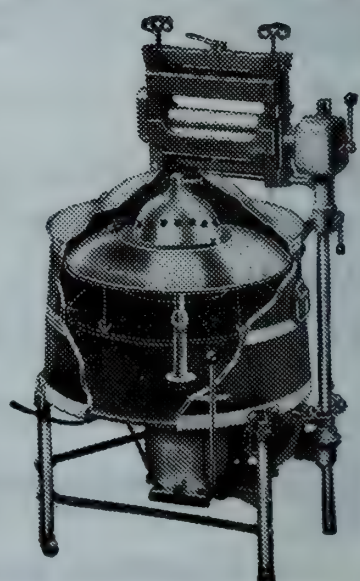
—Adjustable to size of washing;

—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED
St. Mary's, Ont.

If interested tear out this page and place with letters to be answered

MENDETS
A PATENT PATCH

Pots and pans that once were favorites with the housewife are accumulating in your customers' cellars. A small leak, a tiny defect, has put them out of commission.

When you explain the simplicity, economy and effectiveness of Mendets these same housewives appreciate this means of salvaging the old favorite utensils.

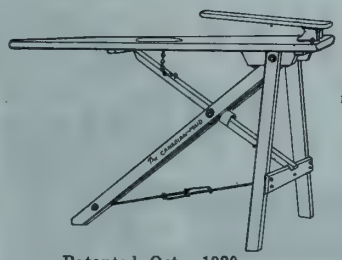
Collette Mfg. Company
Collingwood, Ontario

Your Jobber has them

The "Canadian Maid"

EVERETT MFG. CO. LTD. — Everett's CANADIAN MAID WOODEN WARE PRODUCTS — SAULT STE. MARIE CANADA

the very latest thing in Ironing Tables



Patented Oct., 1920.

It is firm as a rock.

Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three ins. of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

Send us your order and if not absolutely satisfied return the goods.

Write to-day for prices and descriptive literature

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

New Prices on
TORONTO Gendron CANADA

Bathroom Fittings and Hardware Specialties

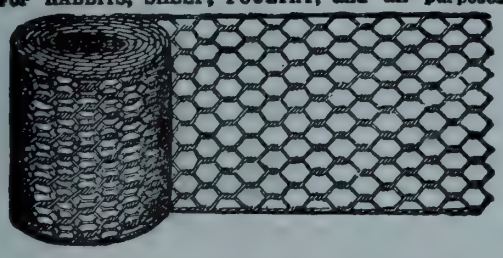
We are glad to be able to announce to the trade a general reduction in prices on bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines is over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

The Gendron Mfg. Co., Limited
Duchess Street - Toronto

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

If interested tear out this page and place with letters to be answered

ARROW HEAD HAND SAWS

We quote from letter from a purchaser:

"I find it a very fine saw. It is a beauty. You are to be commended on the workmanship and finish."

If you are interested in stocking First Quality Hand Saws, specify ARROW HEAD.

Made by

T. F. SHURLY CO., Limited, St. Catharines, Ontario

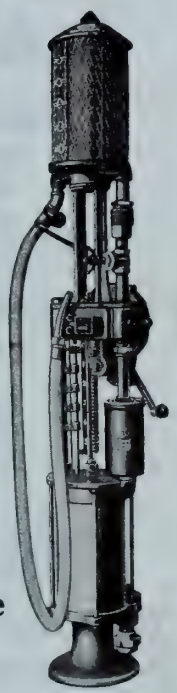
Makers of all kinds of Wood Cutting and Butcher Saws

If you sell "Gas"

here is a pump that fills a long-felt want. Your customer can sit in his car and see exactly what he is buying while the liquid is measured in his full sight with the

VISIBLE CURB PUMP

(Self-Measuring)



The advantages of this method of selling "gas" will be obvious to the wide-awake dealer. People like to see what they are buying and the "Visible" does this for them.

Our double acting No. 101 Curb Pump shown here is equipped with visible attachments. It is Imperial Measurement and rigidly tested and inspected. Can be fitted with electric light fixture if desired. Outfit is complete with filter, hose and nozzle, foot valve, filler pipe and locking cap and tank.

Every day you delay installing one of these Visible Pumps you are losing business. Send for further particulars and price lists today.

Sold through the Jobbers.

Montreal Office:
216 St. Nicholas Bldg.

The Steel Trough & Machine Co., Limited

Tweed - Ontario

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,

Have established and maintained their reputation, for superiority, against all Competitors, from

THE YEAR SEVENTEEN HUNDRED & FIFTY,

and are still in increasing demand. As in the past, it is the unalterable

DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.

WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
F. G. Maxwell & Co., 707 Union Trust Buildings, Winnipeg, Manitoba.

AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

If interested tear out this page and place with letters to be answered

KINGFISHER
Garden Cultivators

The "BUCO" 5 prongs — 4½ ft. handle
The "CAXTON" 3 prongs — 4 ft. handle
The "CUMA" 3 prongs — 14 inch handle

Light—sturdy, durable cultivators that work with great ease—accomplish unusual results, and are priced within the reach of every one.

Every prong an oil tempered steel spring —made to stand hardest usage. They are the lightest and strongest Cultivators on the market.

Better write for prices

Riverbank Manufacturing Co. Ltd.
NEW GLASGOW N. S.

Representatives
G. H. Laidlaw, Halifax. David Philip, Winnipeg.
F. Bacon & Co., Montreal. Geo. Mather, Vancouver.

WIRE

NAILS all standard lengths and gauges carried in stock

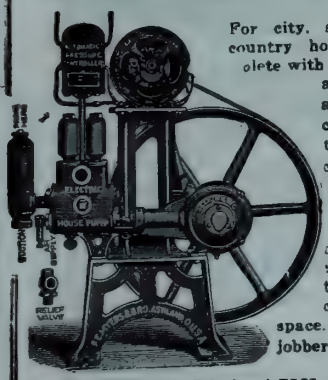
BALE TIES—single loop, cross head

Straightened and cut to length Coil or on Spools

BEST QUALITY
QUICK DELIVERY
LOWEST PRICES

THE
Laidlaw Bale Tie Co., Ltd.
Head Office and Works:
HAMILTON, ONTARIO

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us

E. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Western Canada—Bissett & Webb, Limited, Winnipeg

Reliable QUALITY

If interested tear out this page and place with letters to be answered

Extension Brood Coop **Wrico** Safeguards the Chicks Admits Light & Air

Pulled Out

A profitable investment for poultry breeders. No lost, stolen, strayed or sick chicks to figure up against the profits.

The extension is made of heavy ½-inch mesh wire cloth, re-galvanized, so the wires will not spread apart.

In fine weather the cage portion is pulled out, giving the hen and chicks double area to roam—untrammelled s ratching privileges—and all the advantages of a natural open air life—yet isolated from the flock. and protected from depredating animals—such as rats, cats, dogs and WEASELS.

In bad weather, or during cold nights, the closed coop offers a safe, snug, warm harbor for the hen and her family.

The total length of the extended coop is 46 inches, and the sliding edge of extension being set in a groove, it can be closed without the least trouble, or danger to the occupants, by simply pushing it in.

The sanitary advantages of this simple and convenient arrangement will be immediately obvious to all modern poultry breeders. The extension locks at any range you wish.

WRICO Extension Brood Coops are shipped nested 3 in a crate. It is only a matter of a few seconds to set them up.

Height	Length Extended	Length Closed	Width	Weight of 3 Crated
18½ inches	46 inches	24 inches	20 inches	70 lbs.

E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

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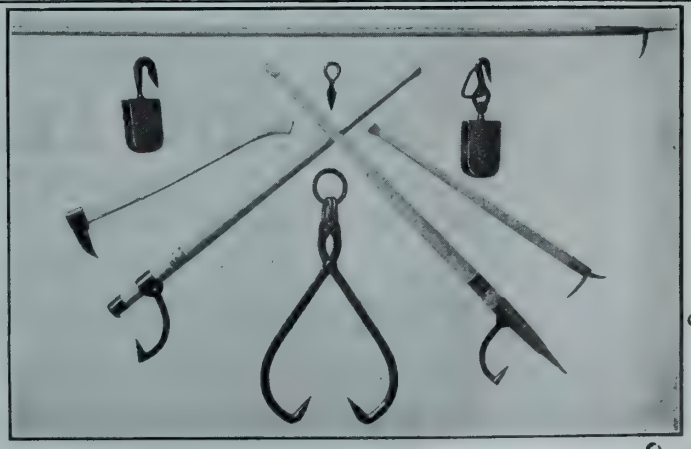

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The Publisher's Page

TORONTO JUNE 24th, 1922

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV JUNE 24, 1922 No. 25

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JUNE 24, 1922. No. 25

Broad Fluctuation in Hardware Prices

Hardware Buyers Faced With Market Which Reflects Changes in Most Unexpected Directions and Shows Prices Continuing to Move in Both Directions—Careful Study of Market Conditions Is Imperative

DURING RECENT weeks the general trend of hardware prices has registered a distinct upward tendency, with several important advances having been announced. Additional increases on bar iron and steel, galvanized, and blue annealed sheets, offer a direct example of the prevailing movement which is expected to be reflected in many other channels. This development also constitutes a halt in the easier market tendency that has been more or less pronounced on hardware commodities in general throughout the past fifteen to eighteen months, and indicates that further price variations are likely to be experienced before pre-war quotations can again govern the hardware field. Although the prevailing firmness in price is in many instances considered to be of a temporary nature, yet such a movement at the same time is generally in keeping with the more conservative predictions expressed regarding the future trend of hardware quotations, showing a gradual decline spread over a period of years, interposed here and there with upward market movements.

Throughout the year 1921, and also for the first few months of the present year, announcements of recessions and declines in hardware prices followed one another in rapid succession. As pointed out in a previous issue, the extent of these reductions were pointedly marked in a number of lines, while on some commodities several changes of this nature were recorded until hardware markets generally have been substantially liquidated and the confidence of the buyer in trade conditions had been once again restored to a more normal basis. The result of these more or less gradual changes has been a steady improvement in the volume of business recorded in both manufacturing and wholesale, as well as retail circles, which in combination with a revival in the quantity and number of current purchases, has culminated in the general establishment of brisk activity throughout the hardware trade with many apparent indications of a moderately successful season.

Keen competition for prevailing business has introduced some degree of unsettlement in the market for certain lines, but on the other hand, the improved demand for basic materials such as steel, has brought about a much stronger tone in many directions, particularly manufactured steel products.

Factors in the Situation

Several causes are pointed out as contributing toward this slight upward turn in the average price of hardware, among them being the seasonal trade improvement usually experienced at this time of the year; the fact that the many previous reductions in hardware have been more forcibly brought to the attention of the buying public with a consequent enlarged purchasing movement on their part; the indirect reflection of the coal strike in prices on steel and iron which constitute the raw material for an extensive number of hardware lines, and also the recently announced budget revisions with the increased sales tax and its component developments.

While price reductions on several specific lines continue to become apparent week by week, the number of such changes is noticeably smaller than heretofore, with such revisions being principally of a minor character. On the other hand, increased quotations are recently evident in such important fields as ingot metals, scrap materials, bar iron products, galvanized and black sheets, as well as many kindred items which form the basic elements in hardware markets and are reflected in the future tendency on a much wider range of finished goods. Gasoline, fuel oil, turpentine, wrapping twines, spades, shovels and scoops, iron rivets and burrs, paris green, cotton cordage, brass and copper tubing, brass sheets, copper rods, and blue annealed sheets, are other lines included in the budget of higher prices, while ranged alongside are the numerous price changes being put into effect by manufacturers and wholesalers who are going over their stocks and readjusting prices on same to take care of the advance in sales tax. It is stated that this movement will most likely continue for several weeks, but neither advances nor declines are expected to be of an extensive nature. The chief cause of this latter movement is attributed to instances where the sales tax was previously being absorbed by the wholesalers in an effort to maintain uniform resale price levels, a policy which cannot now be retained in view of the extent to which this burden has been increased.

Minor Reductions on Some Lines

Reductions in price on specific hardware lines, however, are expected to be evident from time to time, as illustrated by the recent declines on galvanized and aluminum wares, certain makes of metallics and paper shot shells, auto casings and tubes, wool packings, game traps, boiler tubes, cold blast lanterns, asbestos paper, lantern globes, electric bulbs, linseed oil, wood handles, and many lines of imported hardware. One wholesaler stated to Hardware and Metal, that in revising prices on some of their goods owing to the tariff and sales tax changes, they had found that minor reductions could be effected which had been previously overlooked, while passing on the sales tax in other instances, showed similar instances where upward revisions were in order.

The opinion has frequently been expressed to Hardware and Metal, by both manufacturers and wholesalers, but particularly the latter, that market uncertainty is a thing to be strictly avoided, if possible. Experience during the past two ...rs has illustrated the fact that price uncertainty on any product absorbs the confidence of the buyer to an alarming

(Continued on page 34)

British Mills Winning Back Canadian Tin Plate Business

Recent Imports of Tin Plate From Britain Indicate Big Increase in Volume While Imports From U.S. Decline—British Mills More Favored in World's Export Trade in Tin Plate

THE IMPORTANT Canadian tin-plate market, long considered a natural monopoly of the United States producers, has been favoring Great Britain recently by taking a substantial tonnage from the mother country. At the same time, the U. S. shipments to Canada are falling off noticeably. In the first four months of 1922 British tin-plate exports to Canada have surpassed even pre-war rates, totalling 18,399 tons, or about 4,500 tons monthly, as compared with 9,889 tons in the entire calendar year 1913. The American shipments to Canada, however, were less than 2,000 tons in each of the first two months this year, 2,196 tons in March, and only 1,285 tons in April, as against an average of 4,800 tons monthly in January-April, 1913.

Speaking of this situation and the general tin-plate trade revival in Great Britain, an official of a prominent Welsh tin-plate firm said: "By lowering costs in all directions British manufacturers have been able to get down to a strongly competitive basis. For the last six months the tin-plate works of South Wales have been turning out from 60 to 70 per cent. of their capacity, and there is every prospect that this will be maintained. Taking into consideration the depression in some other industries, this is quite satisfactory. With the exception of Central Europe, which is not buying at all, the industry has been able to retain all its old customers, and trade is especially active with the Far East. Until Central Europe starts to buy again, however, we can hardly hope to get up to our full capacity. A most reassuring feature is that we are getting back the Canadian market which we had lost to the Americans previous to the war."

This situation is well authenticated by a reference to recent trade statistics showing comparison between British and American trade with Canada in tin-plate. Imports from Britain in the four months January to April of this year total 18,399 tons compared with 694 tons in the same period last year. This is compared with a falling off in imports of U. S. tinplate of from 20,742 tons in 1920 and 10,450 tons in 1921 to 6,929 tons in this period 1922. The estimated imports for 1922 from present indications is 55,000 tons from Britain compared with 3,126 last year, and 21,000 tons from the United States compared with 24,045 last year and 63,000 tons in 1920. These quantities are expressed in tons of 2,240 pounds.

That British tin plate is being well received throughout the world's markets is indicated by the fact that total exports from that country total 143,000 tons for the first four months of 1922 compared with 85,000 tons last year in the same period whereas exports of U. S. tinplate have fallen off in that period from 70,058 tons in 1921 to 30,741 in the first four months of 1922. Estimates for the present year show an increase in British exports from 226,000 tons to 430,000 tons while total U. S. exports fall from 107,000 tons in four months of 1921 to 90,000 in the same period this year.

INTRODUCE NEW SERVICE

Kitchener, Ont.—Wm. Knell and Co., hardware merchants and plumbers, have introduced a novel service in connection with their business. They have had equipped a motor truck that proves helpful in service. The truck is covered and in the rear of the drivers seat is a fully equipped repair outfit. The interior resembles a minature wareroom small boxes or pigeon holes being arranged along each side. When any of the workmen are called out to a job they carry with them everything that would be required to complete a job no matter how small or how big. There are nipples, elbows, unions, tees, piping, wrenches, pie cutters, threaders in fact everything that is used on the most exacting job.

Handy Computation Table For Sales Tax

MANY of the salesmen in the retail stores are finding that it takes a good amount of time to figure the two and a quarter per cent. sales tax, and, as well as taking up the salesmen's time, it delays the customer, who if in a hurry soon shows signs of impatience. W. H. Thorne & Co., Ltd., hardware merchants of St. John, N.B., have now in use a handy ready reckoner for the use of their clerks. C. O. Morris, the traffic manager for this firm, spent some time in compiling this ready reckoner, which has been found to be most useful. Every clerk has a copy, and a copy is in the possession of the office staff who require it. The table is as follows, and can be used in many ways, for any amounts. It would be a good plan for all hardware merchants to cut out this copy, and paste it on a sheet of heavy cardboard. It will be found to be a great time saver, both for customers and merchants.

SALES TAX AMOUNTS 2¼%

1	.02	37	.83	74	1.67
2	.05	38	.86	75	1.69
3	.07	39	.88	76	1.71
4	.09	40	.90	77	1.73
5	.11	41	.92	78	1.76
6	.14	42	.95	79	1.79
7	.16	43	.97	80	1.80
8	.18	44	.99	81	1.82
9	.20	45	1.01	82	1.85
10	.23	46	1.04	83	1.87
11	.25	47	1.06	84	1.89
12	.27	48	1.08	85	1.91
13	.29	49	1.10	86	1.94
14	.32	50	1.13	87	1.96
15	.34	51	1.15	88	1.98
16	.36	52	1.17	89	2.00
17	.38	53	1.19	90	2.03
18	.41	54	1.22	91	2.05
19	.43	55	1.24	92	2.07
20	.45	56	1.26	93	2.09
21	.47	57	1.28	94	2.12
22	.50	58	1.31	95	2.14
23	.52	59	1.33	96	2.16
24	.54	60	1.35	97	2.18
25	.56	61	1.37	98	2.21
26	.59	62	1.40	99	2.23
27	.61	63	1.42	100	2.25
28	.63	64	1.44	200	4.50
29	.65	65	1.46	300	6.75
30	.68	66	1.49	400	9.00
31	.70	67	1.51	500	11.25
32	.72	68	1.53	600	13.50
33	.74	69	1.55	700	15.75
34	.77	70	1.58	800	18.00
35	.79	71	1.60	900	20.25
36	.81	72	1.62	1,000	22.50
		73	1.64		

How Amended Tariff Regulations Affect Hardware Lines Imported From Europe

Minister of Finance Says, "We Have Approached Subject of Unfair Competition of Imported Lines in Different Way and Perhaps Shall Reach the Same Purpose"—Trading With European Hardware Producers Is Still Somewhat Speculative

IN THE modification of the original budget proposals the Minister of Finance has a plan of preventing certain European goods coming into Canada in unfair competition with domestic manufacturers with the present deflated state of their currency. The new proposal, while entirely different from last year, is aimed in the same direction, and the practicability of the new scheme of checking the flow of goods from Germany of any other country with depreciated currency will be watched with interest. To quote Mr. Fielding: "We have approached the subject in a different way and perhaps we shall reach the same purpose."

It is proposed to make the value for duty not 50 per cent. of the par value of the mark, but the value of similar goods produced and sold in Great Britain. The value is to be the English value. The German is not to be permitted to sell his goods in Canada, so far as the customs is concerned, at a lower price than the Britisher.

Effect on Hardware

Discussing these provisions, and the report that certain lines, especially cutlery, were entering the Canadian market from this source at ridiculously low prices, a selling agent in Montreal stated that while in the past they had been able to purchase at price levels which were extremely low, the condition of the German market was somewhat different to-day. Trading with Germany at present is on a purely speculative basis, and the relation between currency depreciation and price appreciation is manifest on acknowledgment of orders now being received. It has become increasingly difficult during the past few months for Germany to guarantee prices for future delivery, or to observe contracts if promised. For this reason orders are held up, and acknowledgements, while quoting existing price levels at time order was placed, state that goods will be shipped at quotations ruling when delivery can be made. On many items the price paid is doubled and even tripled when shipment is made.

It is said to be realized by importers that the system of shifting prices is inevitable in Germany as long as the violent fluctuations and the consistent depreciation of the mark continue. It is also remembered that no system of selling in high exchange currencies can relieve manufacturers of the virtual necessity of changing prices, and that there will continue to be a speculative element in purchases for future deliveries.

Price Trend on German Iron And Steel

Pig Iron-Marks Per Ton

Items—	Pre-War	Jan. 1, 1919	May 1, 1920	May 1, 1921	Nov. 1, 1921	Dec. 1, 1921	Mar. 1, 1922	Apr. 1, 1922
Hematite. .	79.50	314.50	2,350.50	1,816.00	2,700.00	3,891.00	4,744.00	6,264.00
Pig iron I .	75.50	250.00	1,790.50	1,560.00	2,200.00	3,326.00	4,212.00	5,549.00
Pig Iron II .	70.50	249.00	1,789.50	1,484.00	2,124.00	3,250.00	4,130.00	5,437.00

IRON AND STEEL

As in the case of pig iron, the German prices for iron and steel have shown a steady increase during the past few months. This increase is shown in the following table:

(Marks per ton)

Items—	Pre-War	Oct. 20 1921	Dec. 1, 1921	Mar. 1, 1922	Apr. 1, 1922
Ingots	82.50	2,435.00	3,830.00	5,320.00	7,170.00
Blooms	87.50	2,655.00	4,130.00	5,770.00	7,775.00
Sheet bars	97.50	2,725.00	4,330.00	6,085.00	8,200.00
Billets	95.00	2,725.00	4,230.00	5,945.00	8,010.00
Shapes	110.00	3,150.00	4,930.00	6,920.00	9,325.00
Merchant bars	97.99	3,200.00	5,030.00	7,050.00	9,500.00
Hoop iron	105.00	3,585.00	5,530.00	7,750.00	10,580.00
Wire rods	117.50	3,500.00	5,430.00	7,515.00	10,265.00
Thin sheets	125.00	4,400.00	6,680.00	9,375.00	12,770.00
Medium sheets	110.00	4,300.00	6,030.00	8,910.00	12,140.00
Heavy sheets	105.00	3,500.00	5,630.00	7,805.00	10,650.00

Productive Costs on the Increase

The cost of producing goods in Germany is on the increase. Continual wage advances and the increase in the cost of coal and other domestic raw materials is reflected on the prices of finished products from time to time. As an example of this; since May, 1921, the German price of pig iron has shown a steady increase. The table on this page shows the price of this commodity in 1921 and 1922, as compared with prewar levels; also the price trend on German iron and steel.

SPENDS 1 PER CENT. GROSS TURNOVER ON ADVERTISING

With further reference to the subject of advertising appropriation, as outlined fully in last week's issue of Hardware and Metal, a Maritime hardware firm advises as follows:

"We do not set aside any set amount for advertising, but regulate the expenditure as we think the occasion demands. We might say that last year we spent on newspaper, magazine and program advertising together with an advertising service (for cuts, etc.) something over 1 per cent. of our gross retail turnover. In this we are not including an automobile accessory catalog which we issued, but is not an annual expense nor have we included donations or gifts to charity under this head, although we know that a great many do. Our show window expenses have never been included either. However, it is somewhat hard for us to compute this on a percentage basis as no doubt some of the above goes to our wholesale department. We do not consider this percentage high, in fact, doubt if double the amount would be. Although business last year was probably not up to some preceding years we did not attempt to cut down on this item, on the other hand we gave more thought to it than ever before. No salary is included in above."

COLLECTIONS IMPROVING

A point of more than ordinary significance is the fact that reports covering collections show an improvement in this direction. While numerous rural districts record collections as just fair, and a few still show them as slow, several districts are now listed as good in this respect.

Hardware Lines Necessary Accessories for the Dominion Day Outing Trade

Many Lines of Hardware Can Be Sold to the Sport Enthusiast, Motorist and Others in Connection With Plans for the First Mid-Summer Holiday on July 1—Linking Up With Current Events Gives a "Punch" to the Display and Increases the Cash Receipts

MANY opportunities for additional business are presented to the hardware store at this season of the year, and especially at holiday periods such as Dominion Day. In addition to the ordinary indulgence in summer pastimes with its demand for sporting equipment, the facility of the automobile has introduced the summer custom of 'outings,' or short travels over the week-end, a practice which is now being planned for and indulged in during National summer holidays or a more extensive scale than was previously thought possible. The movement is spreading among all classes, however, and while these fishing trips and camping parties are particularly popular in cities and towns—no doubt due to the scarcity of suitable opportunities for indulging in such pastimes—yet they also form a common and universal method of enjoyable holiday participation.

Equipment for Holiday Seekers

Here is another channel of trade for the hardware merchant. A notable collection of goods carried in stock offer themselves as useful units in the equipment of the seeker after holiday pleasures. First in mind comes the luncheon kit, with thermos flask and other useful containers. Built along similar lines and with a uniform purpose, is the universal picnic basket with specialized crockery and cooking utensils. Air cushions and air matresses, which can be inflated at will with the tire pump from the car, also arrest attention, while tents, folding camp furniture, flashlights, sweater and numerous miscellaneous articles can be numbered in this list. The range of

—ON THE WAY

"opportunity" also includes many sporting goods, an assortment of fishing tackle containing a direct appeal to both the true sportsman and the enthusiastic novice. Do not neglect golf requisites in this category of holiday equipment, and baseball has a following all its own. Bats and balls for youngsters and picnickers of practically all ages must also be included, while auto accessories for the motorist contain a wide variety of possibilities from the tire patch outfit and extra tools, to the spare tire with rim and a spotlight for facilitating driving on dark country roads. Hunting or outing jackets and costumes can be applicably grouped, together with numerous minor accessories such as hatchet, jackknife, "corkscrew," iron grill, fire ligher and so forth. For the vacationist, rifles, shotguns and ammunition can be displayed to advantage, while road-maps are frequently in demand.

Foster "Outing" Idea

With suitable methods of display and advertising, the attention of the public is secured and not only is the "outing" idea fostered in many minds through seeing a tastefully decorated window at this season, but these suggestions frequently open up a new and previously unacknowledged channel of holiday diversion. Backing up an attractive window display based on the holiday outing, with showcards and local ads of a specific nature has achieved worthy success in trade of this class for many merchants.

The following are some suggestions for either showcards or local advertising which has proven their worth as business getters:

"Dominion Day Holiday—Revel in the youthful pastime of a combined auto camping & fishing trip. Dominion Day affords you this opportunity. All necessary supplies, from the bait for your fishing tackle to the lighter for your camp-fire."

Having foreseen the extra possibilities for business through a summer holiday such as Dominion Day being calendared on a Saturday, thus making more extended trips possible, a retail hardware man might appeal to his customers as follows:

For the Motorist

"Mr. Car Owner, perhaps YOU have been caught on a lonely road, after dark, with a carburetor that refused to recognize your desire to hurry home. When there was nothing else to do but make a night of it where you were, with the help of a fire, some rugs from the car and such food as remained in the picnic basket. How comfortable it would have been IF you had possessed a little equipment—a light tent, folding bed, some cooking utensils. Then it would be great fun. You would have felt like a boy again. Repeat the Stunt this Holiday. Visit the country with the family, but first call at JONES Hardware, and secure the lunch kits, an air mattress, camp table, a tent, and other things which ensure a Real Good Time."

Appeal to Tired Business Man

Again, a city retailer no doubt recognizes the inherent desire of the tired business man for an exhiliarating breath of country air, often through personal experience, so he could frame the following appeal:

"The Call of the Outdoors: The Longing for Green Grass and Blue Skies:

BE PATRIOTIC ON DOMINION DAY

Fly your country's flag and help spread that spirit of patriotism which is typical of the Canadian.

THEN take an outing where nature beckons and enjoy that scenic beauty which you are denied, most of the year.

Let us fill your requirements in flags, camping and automobile equipment, sport goods, etc.

JONES HARDWARE

OUTDOORS CALLS YOU ON DOMINION DAY

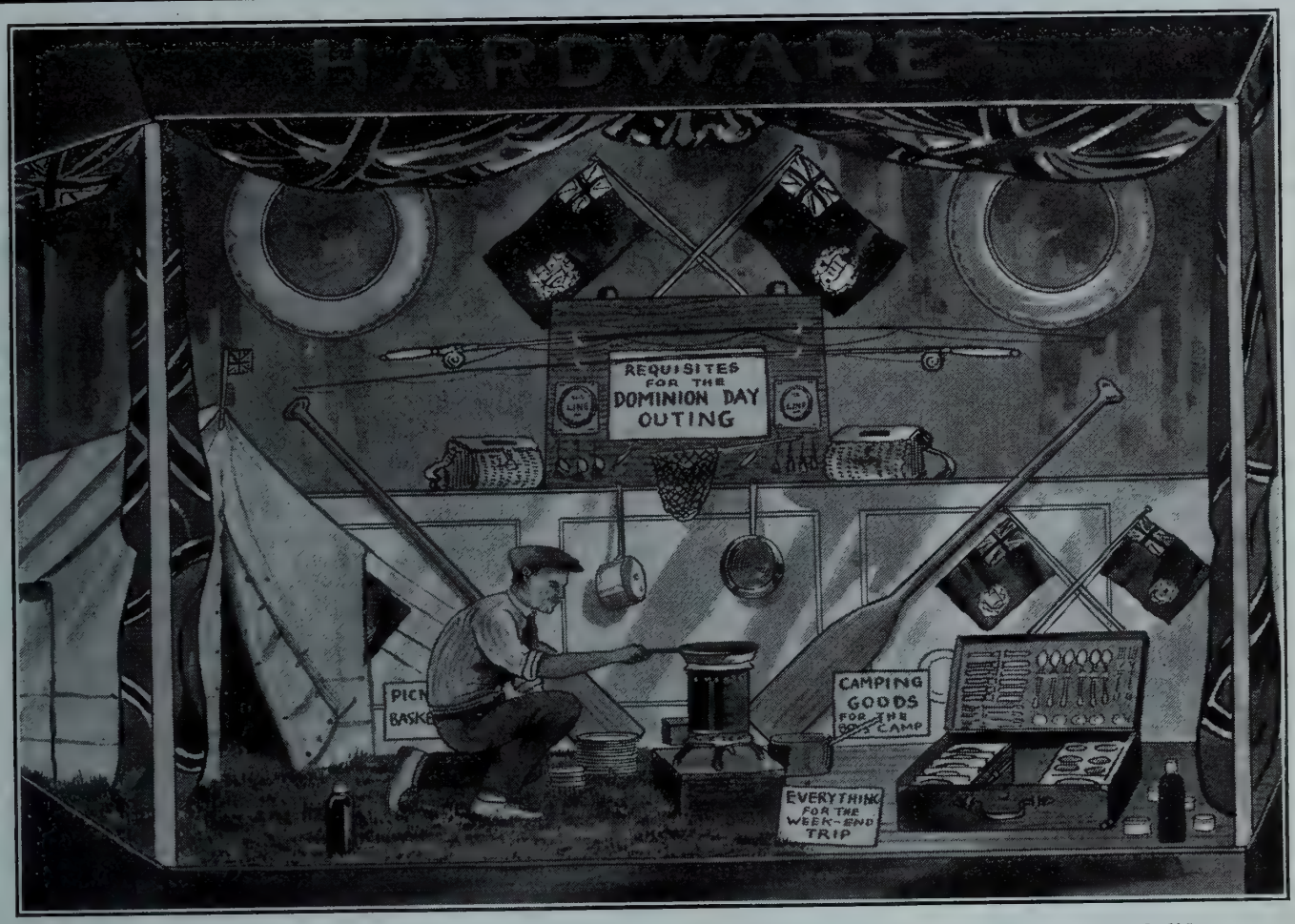
Your longing for green grass and blue skies, the quiet backwoods with its dark streams, may be satisfied over Dominion Day week-end.

Take advantage of the best mid-summer holiday for an invigorating outing.

We can supply your requirements for sporting goods, automobile or camping supplies.

JONES HARDWARE

For Your Dominion Day Hardware Display



Suggestive display of suitable lines of hardware to appeal to those who will take advantage of the holiday on July 1 to go away on motor tours, fishing or camping trips, or for those who are enthusiastic "sports" who await complete indulgence in their favorite sports on the first mid-summer holiday. Certain fish are at their best at this season, the boating season is just then getting under way, and for these and other reasons now is the time to plan on a display which will stimulate buying of seasonable lines. Above scene depicts something of a natural setting to attract attention and interest, and the liberal use of flags and bunting sounds a patriotic note applicable to Dominion Day. The display is designed so that it can be arranged with a minimum of difficulty and expense. The lines to be shown will naturally vary according to local requirements

That overpowering instinct to land a 'whopper' with rod or troll.—Satisfy these desires by indulging in auto camping. Have you tried it? Come to JONES Hardware, we can supply all requirements."

Or another attention arrester might be framed after the following:

"Beautiful scenery: Invigorating air: Nature's refreshing sweetness:—All easily obtainable by 'Getting Out-of-doors this Holiday.' Our camp kits and luncheon outfits, especially designed for family parties, enhance the pleasure of 'outing' life. Our 'travelogue' department fully equipped in anticipation of your wants."

B.C. Board R.M.A. Will Meet in July

Vancouver, June 20.—The annual convention of the B. C. Board Retail Merchants' Association of Canada will be held in Victoria on the 12th and 13th of July next. Speakers at this convention will include Dr. W. J. Hindley, the educational director of the Washington State Retailers' Association and Johnston Stewart, secretary of the Seattle Retail Merchants' Association. Many subjects of vital interest to retailers generally will be discussed at this convention.

Speaking to the retail merchants at their weekly luncheon the other day, Daryl Kent, treasurer of the B. C. Board took occasion to comment on an assertion that he stated had been made, to the effect that the work of the association in the past few years had been too negative.

"In some measure the statement that our work has been negative, is true," he said. "We have passed, however, through some unusual times. It would have ill behooved us to rally round and devote all our time and effort to stimulate buying, and speed up business when over-buying and too high speed business was the basis of our troubles.

Patterns for Forge Hood

By O. W. KOTHE, Principal, St. Louis Technical Institute, St. Louis, Missouri

RESPONDING to inquiry for a forge hood according to sketch; the enclosed layout will give the proper solution.

The first step is to design the elevation giving it the height from base to collar a, and then to set in the hood line a-b to the angle desired for giving the proper projection.

Next sketch in the curve b-c-e-f-6″. This is largely done at pleasure, or what you feel the curvature should be.

After this, describe the section A and divide in equal parts and drop lines to the collar line a.

Then describe the section B, to a radius to suit the radius at the back of the forge. In this case, we use center x, but in practice we establish this form from what the forge would measure to.

By continuing the hood line a-b to the base line as in point 14, we first consider this problem as a transition piece.

Now, since the majority of the base is cut away, we can use the same radius and set it in 14-y, and describe that quarter circle.

Observe this insures the hood having a full opening, and this method saves developing a plan and much other geometrical construction which will not give any better results.

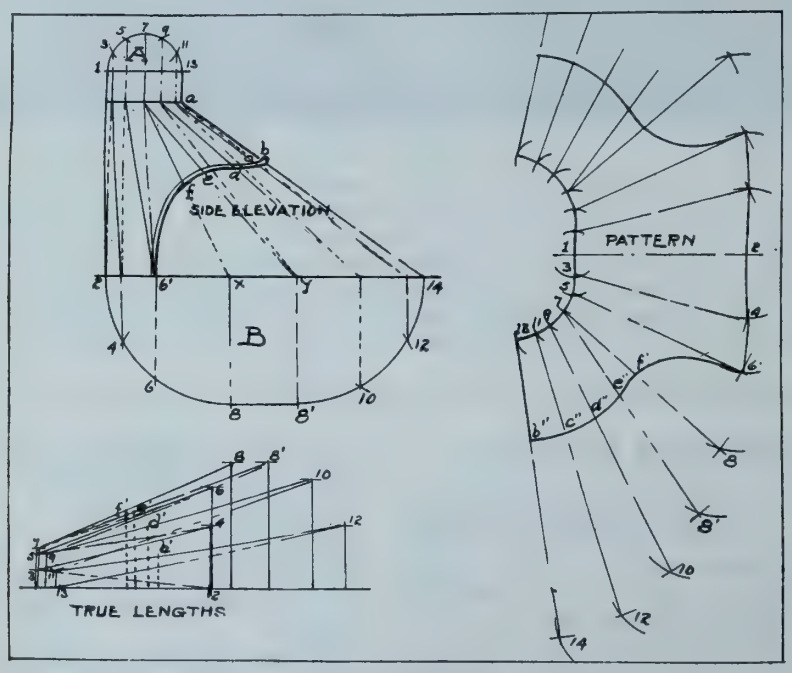
After section B is established and the points are set in, and lines are drawn in the triangular fashion in elevation, we are ready to develop the true lengths.

This is done by drawing a base line, and picking the elevation lines and setting them horizontally on this line always working from one point to another. Then at their ends we erect sectional lines equal to those in A-B. This enables drawing the slant lines in diagram and gives us the true lengths. The pattern for the entire transom piece can then be laid out using the girth spaces from A and B as numbered points show. This pattern is developed the same as any taper joint off center, or oblong to round off center.

Then when the outlines 1-2; 13-14 are established the connecting lines are drawn as shown. Now to cut in the curved shape for the hood you can pick these elevation lines as a-b from elevator and set them as 13-b″ in pattern. Next pick lines 12-c, 10-d, 8′-e; 8-f from elevation and set them on the horizontal line in diagram using base points 12-10-8′ and 8, which enables drawing the dotted lines as shown. Observe these dotted lines cut off the full lines 11-12; 9-10; 7-8′; 7-8 as in points c′-d′-e′-f′. Next the distances as 11-c′ +9-d″; 7 e″; 7-f″ and set the min pattern as 11-c″; 9-d″; 7-e″; 7 f″.

This gives these points in pattern where the lower transition is to be cut away.

After this the curve is sketched in as shown. When the workman has made several of these hoods he can easily pick a-b from elevation and set in patterns as b″ and then sketch in free handed the remaining curve to point 6. Any curve would be suitable just as both sides are uniform. Edges for riveting and wiring must be allowed extra.



Patterns for Forge Hood

BROAD FLUCTUATION IN HARDWARE PRICES

(Continued from page 29)

degree, this being generally applicable to the consumer element as well as the retail purchaser. And while the future trend of many hardware prices remains more or less indefinite, yet the immediate seasonal quotation has recently been carefully established and adhered to in a large number of instances. The spreading of this policy has encouraged the merchant to stock seasonal lines with confidence, instead of buying for immediate requirements only and chiefly relying on rush orders. The lessons of the past few seasons, however, have generally resulted in a cautious attitude being adopted by the large majority of retail purchasers, which was described by one wholesaler as a creditable factor, for it enabled the retailer to survive the storms and successfully navigate his craft through the tempestuous seas of modern merchandising, whereas unrestricted buying in large quantities while bringing temporary trade to the manufacturer and distributor, in the end generally meant disaster in a business sense.

Lower Freights May Help

The movement to lower production costs has steadily progressed in manufacturing circles, although it is more or less freely stated that lower freight rates would constitute a big step in this direction. The recent announcement by the American Interstate Commerce Commission of a ten per cent. reduction in transportation costs, effective July 1, covering U. S. railroads, is taken in some quarters as indicative of what may eventually materialize on Canadian lines, as suggested in the present Canadian railway proposal to lower rates on pig iron, billets, blooms, wire rods, scrap iron, and ores by 16½ per cent. and twenty per cent., west and east of the Great Lakes respectively. On the other hand, some time must necessarily elapse before any easing of costs in this direction would be apparent in the finished manufactured article, and its extent and effect on individual products would naturally be of an extremely small character.

Wholesalers point out that distributing costs remain necessarily high, due to the prevalence of small and rush orders on the part of retailers generally, this custom serving to develop a false hum of activity in warehouses and shipping departments in many instances. During recent weeks, however, commitments are stated to be in larger volume, which has balanced this condition on a normal plane, as well as being indicative of the improved trade in retail circles and the restoration of confidencee throughout the trade in general.

Would Restrict Stocking Explosives

New Bill Introduced at Ottawa Would Locate All Factories Or Magazines for Storing Explosives At Least Two Miles From Any Other Building—Would Affect New Merchants or Retailers Stocking Explosives For First Time

By Ottawa Representative of Hardware and Metal

WERE it not for the fact that it is likely to die a natural death, the hardware trade might be called upon to take some action in connection with a bill which has been introduced in the Senate at Ottawa, to amend the Explosive Act. This bill, which has received its first reading, provides that in future all magazines must be located at least two miles away from any other building, structure or premises. This would not affect those magazines already established, but it would hit the new merchant or the man already in business who decided to carry explosives. The proposed amendment reads as follows:—

1. Section seven of The Explosives Act, chapter thirty-one of the statutes of 1914 is hereby amended by adding thereto the following as subsection (3) thereof:—

"(3) Notwithstanding any other provision contained in this Act, no regulation made by the Governor in Council under this Act shall authorize the issue of, and the Minister shall not issue any license for, the establishment, location or maintenance of a factory or magazine within two miles of any other building, structure, or premises, except licenses for continuing the maintenance of such factories or magazines as have been established, located and maintained under licenses issued before the date of the coming into force of this subsection."

The chances of the bill being withdrawn or going over to next session are good, as will be gleaned from the following discussion which took place in the Senate last Friday:—

Hon. Sir James Lougheed: Honourable gentlemen, I pointed out to my honourable friend (Hon. Mr. Dandurand) a few days ago the desirability of the Government taking control of a Bill of this kind. It is a public Bill. It has to do with security of life and property on a very large scale.

Hon. Mr. Belcourt: What does the Bill provide for?

Hon. Mr. Dandurand. It provides for the limitation of the area within which a magazine may be located.

Hon. Sir James Lougheed: It provides for licensing. The marginal note reads:

Factories and magazines licensed after this subsection comes into force not to be within two miles of any other buildings.

Hon. Mr. Belcourt: Does that restrict or enlarge the area?

Hon. Mr. Dandurand: It enlarges the forbidden area.

Hon. Sir James Lougheed: It apparrently places a restriction upon the issuance of licenses. Still it involves such very important considerations that I think the Government should take charge of it.

Hon. Mr. Dandurand: I took up the matter with the chief of the branch of the Interior Department concerned, and they suggest that this Bill if given second reading, should be sent to a Standing Committee or a Special Committee, so that they might have the privilege of giving their views. I have had a lengthy interview with them, and it was my intention to suggest that the Bill be sent to the Private Bills Committee if it passed the second reading. The honourable Senator for Rigaud (Hon. Mr. Boyer) has realized that the Bill cannot go on the statute book this session, and I think he is hesitating about moving the second reading. That is why I suggest that the Order be deferred to Thursday next. The Bill may then be dropped for this Session.

Hardware Trade With Argentine Is Growing

Considerable Trade in Binder Twine, Pneumatic Tires and General Hardware Being Developed With South American Republic

A LOT has been said lately about need for finding new markets for Canadian products and developing the old ones more extensively. The possibilities offered by the Argentine Republic, insofar as establishing a market for Canadian hardware in that country is concerned, are dealt with herein.

One has a tendency to think that the Argentine market is so far from Canada, and so keenly competed for, that the Dominion would have no chance. "This is not the case however," states Mr. Pease, vice-president Royal Bank of Canada, who has been there and investigated the matter for himself. "Canadian agricultural implements are sold in quantity, and have been for some time. Binder twine is one of our important exports to Argentine. Canadian automobiles and automobile tires are bought in some quantity. It is extremely interesting to note that certain of our steel products, are to-day sold to the Argentine republic at lower prices than those quoted by the United States and Europe."

In terms of Canadian dollars, the total foreign trade of the Argentine republic was valued at over $1,250,000,000 in 1921. Canada has established a considerable market for binder twine in the Argentine since the close of the war. From 1914 to 1918 not a pound of this commodity was sold in that country, but in the fiscal year ending March, 1919 we sold $552,681 worth of binder twine there. The following year saw an amazing increase, viz.: $1,261,364 worth.

In the last two years the Argentine has purchased large quantities of agricultural implements in the Dominion.

We have not since the beginning of the war sold the Argentine any bolts and nuts, nor any nails, brads, spikes or tacks. Under the heading hardware n. o. p., purchases in Canada since 1914 have not amounted to a great deal except in 1919 when the total amounted to $44,000. This fell in 1920 to $254 in 1921 to $4,487 and in 1922 to $318.

Canada has been making a fairly respectable showing in regard to the sale of pneumatic tires to the Argentine. The trade in this regard during the war years was nil, but in 1920 it amounted to $329,842 and in 1921 to $392,855. There was slight falling off in the last fiscal year, the total being $28,877.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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SATURDAY, JUNE 24, 1922

Lower Freights on Basic Steel Markets

A CONSIDERABLE decline is noted in Canadian production of pig iron in May, figures indicating a decline to the lowest level reached in several years with a tonnage of but 23,363 tons. Of this about 73 per cent. was foundry and malleable iron intended for direct sale while 17 per cent. was chiefly basic iron used by producing companies. Production until June 1 this year shows a 36 per cent. reduction compared with last year. It is significant that pig iron production in the U. S. in the same period shows considerable increase. The enforced use of high-priced coal due to the coal strike has caused a strengthening of prices. Some uncertainty is now hovering over the market in Canada until the effect of reductions in freight rates on ore, pig iron, billets, blooms, wire rods and scrap iron is known. This reduction amounts to 16.66 per cent. west of the Great Lakes and 20 per cent. east of the lakes. For a long time freight rates have been pointed to as the one barrier to lower iron and steel prices so the effect of the present reductions will be watched with interest.

Difficult Time for Buyers

HARDWARE PRICES continue this week to undergo wide fluctuation thus rendering very necessary a close study of the market items in each issue of Hardware and Metal. Following upon the prolonged period of hand to mouth buying, with restricted stocks in the hands of distributors and many industries working at greatly reduced output, has come another stage in the period of readjustment which is a decidedly difficult one for retailers. Prices to-day are moving in both directions. This week this tendency is continued with advances on small iron rivets, burrs and very firm prices on bolts and nuts with distributors placing orders in anticipation of an advance. Some distributors also anticipate another advance on bar iron and steel if present activity in trade is maintained. On the other hand there is a considerable reduction in tires, lantern globes, rim locks. At the same time there are frequent fluctuations from week to week in other lines such, for instance, as linsed oil which declined last week and advanced back to its former level this week. The decline on tires as noted might be taken as noteworthy in view of the fact that cotton has advanced and cotton cordage is advancing.

It is difficult sometimes for the layman to understand why such movements are taking place in prices. No one is able to give an absolutely authoritative prediction on such movements because, as in the case of cotton cordage and tires, prices on the finished product have moved in two opposite directions while both would ordinarily be influenced by the same advance in the raw material entering into each, all other things being equal. It serves to emphasize the necessity of keeping in close touch with the comment on probable price movements as outlined each week in this paper. As mentioned it is a difficult time for buyers of hardware who do not study the market. There does not seem to be any definite tendency either upward or downward such as was the case during the boom years and the depression which followed, and to-day there are big factors such as tax and tariff changes, freight rate revisions, etc., which have an influence on the situation.

Interesting Developments in Plate Trade

IT LOOKS as though some interesting developments were going on "under the surface" in connection with the world's tin plate trade. Canada is an important buyer of tin plate and for years this trade has been monopolised by United States producers. The placing of an order for 750,000 boxes of British tin plate by British Columbia interests early this year, in competition with the U. S. product resulted in a belated cutting of prices on the latter. Such action does not seem to have had much favorable effect, however, because figures secured by Hardware and Metal indicate that Canada's trade in tin plate in recent months has greatly favored British mills, and British tin plate is being exported on a greatly increasing scale while exports to all parts of the world of U.S. tin plate shows considerable decline.

No Postage Stamps on Cheques

WHATEVER the final decision of the Minister of Finance on the details of the stamp tax on cheques, it is essential that a regulation be incorporated in the Act prohibiting the use of ordinary postage stamps on cheques, as has been the custom since the tax of two cents was originated. Up to the present there has been no means of determining how much this special tax brought in. It is a safe guess that the majority of stamps used are ordinary postage stamps and that the revenue from their sale has gone into the receipts of the Post Office Department.

Now when there is a widespread protest sincerely raised by financial and other organizations that the new tax as proposed is unjust in its accumulative volume, there are no records to determine what the returns of the previous stamp tax of two cents has been, that might serve as a comparison for the Minister in determining what volume of revenue this new tax might fairly be called on to contribute. Whatever way it is settled the subject will continue to be controversial, and in the interests of those called on to bear the heaviest part of this burden it is only fair that a special stamp be used that will make the proceeds of the tax definitely known.

Briefs

THE DECISION to amend the Budget so that imported goods will bear a valuation not less than that prevailing on the same line in Britain will assist in overcoming the difficulties which a discriminatory enactment such as the removal of the depreciated currency restrictions would have brought about. From the standpoint of importers of German and other European hardware, very little change will be made in the valuations under which these goods will come as under the depreciated currency regulations such merchandise was being imported from Germany and other countries through Holland or Britain.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Galvanized Ware Reduced in British Columbia

Galvanized Ware Now Quoted 17½ Per Cent. Off List—Easylock Stove Pipe and Elbows Decline—To Stage "Buyer's Week" in Vancouver

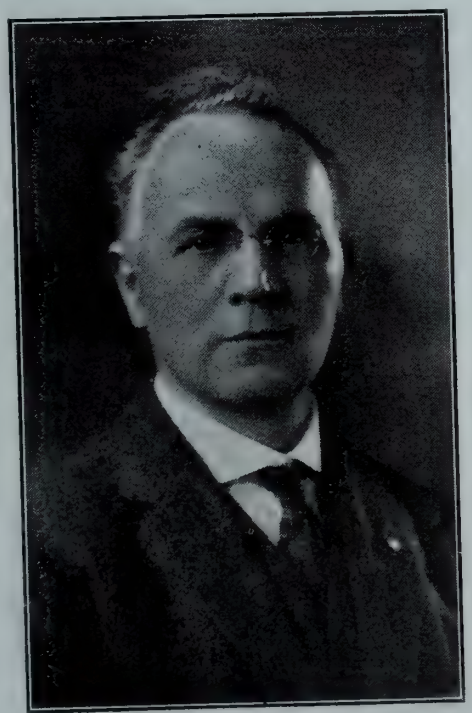
VANCOUVER, B. C.—A continued steady improvement in hardware both city and country is the substance of opinion expressed by the trade upon whom Hardware and Metal called this week. There has been no special business of account since the departure of the Hudson's Bay shipments and the first orders for the Yukon this season, and no trade of outstanding importance has developed, although the general volume of ordinary trade is quite satisfactory. It is becoming the general view that the lowest point in the hardware trade has been safely passed and that with stocks at normal for the time, the experiences learned in the last four or five years will place the trade on a firm footing for the future. It is worthy of notice that the percentage of hardware firms forced to the wall in this province, has probably been lower than any other line of trade.

On Vancouver Island, business is said to be picking up slowly with the exception of the Nanaimo district, where the mines are still working only part time. Along the Grand Trunk there is a feeling of semi-depression which dealers are trying hard to throw off. Activity continues in the Cariboo gold field from whence orders continue in satisfactory volume. These is a good improvement in the Okanagan where good prospects for fruit are reported. It is stated that apples will be seventy-five per cent. of the record yield of last year. Dealers in the Kootenay are buying warily at present due to the threatened strike which, it is said, may develop at any moment. Collections are coming in fairly well.

Price changes this week include galvanized ware which sold formerly at "net list." It is now 17½% off, f. o. b. factory. Easy lock stove pipe is five per cent. off list as against net list before. Five and six inch black elbows have been reduced from $2.19 a dozen at factory to $1.97, and seven inch have been dropped 25 cents from $2.45.

Last Saturday was the semi-annual "Dollar Day" of the Retail Merchants Association and while hardwaremen are not directly affiliated with that body, many members of the trade took advantage of the day and its advertising to stimulate business by making a display of "specials" which were offered for a dollar.

Plans were instituted this week by the wholesale bureau of the Board of Trade to stage a "Buyers' Week" during the week of the Vancouver Exhibition, August 19 to 26, and a committee appointed to report on the feasibility at a meeting two weeks hence. It is proposed to bring into the city, during that week, buyers from all portions of the province, not only to sell goods but to adjust any differences or misunderstandings which might have arisen during the summer.



R. THOMPSON

Proprietor of the Lynn Valley Store, British Columbia, and president of the North Vancouver Retail Merchants.

WESTERN CANADA NOTES

The business of the Koksilah Merchants Ltd., of Koksilah, will be carried on in future under the name of the Cowichan Bay Stores, Ltd.

T. J. Trapp of T. J. Trapp & Co., Ltd., New Westminster, B. C., is receiving congratulations on the showing of his daughter, Miss Ethlyn, a first year student in medicine, who was awarded first-class honors in biology at McGill, of which she is an arts graduate.

J. A. Cunnigham was re-elected president of the B. C. Manufacturers' Association at the annual meeting held in Vancouver this week. Other officers are: B. C. vice-president, F. T. King; Vancouver vice-president, Ben Steele; New Westminster vice-president W. I. Reid; Victoria vice-president, T. Wood; treasurer, G. D. Moir; executive, M. J. Bolduc, J. E. Thompson, J. W. Gherke, Innes Hopkins, R. R. Payne, L. C. de Merrill, Geo. Murray, J. W. Curran, J G. Anderson, J. H. Hamilton, and H. F. Smith.

After several years' residence in Vancouver, C. L. Lightfoot, western superintendent of the Gurney Foundry and a director for the last four years, has been moved to Toronto from where he will still supervise the western territory. Before his departure, he was tendered a complimentary luncheon by the directors of the Canadian Credit Men's Association, of which Mr. Lightfoot was first president. President E. Munton in making a presentation of a silver mounted fountain pen spoke of the regret of the business community in Mr. Lightfoot's departure and voiced the appreciation of the credit men for his valuable counsel.

At the annual meeting of the Vancouver Electric Club Henry Pim of the Canadian General Electric Co., was elected president in succession to E. E. Walker of the B. C. Electric. Other officers are W. W. Fraser, vice-president F. E. Carew, treasurer and F. MacNeill, secretary. The directors are E. E. Walker, W. C. Mainwaring, J. R. Read, S. E. Jarvis, A. C. W. Gage, E. Brettell, J. A. Fletcher, J. F. Little and R. E. Harfield. A short address was delivered by Henry Bostwick of the Pasific Gas and Electric Co. of San Francisco. Several delegates to the meeting of the Pacific Coast Gas Association were present.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

SIMPLE METHOD OF CALCULATING SALES TAX

Following the outline of a simplified method of figuring sales tax as appearing in the June 3rd issue of Hardware and Metal, the following letter has been received from a subscriber outlining in detail another method for simplifying this. He states the advantage of this system is that there is no subtraction before the total amount is arrived at and there is no necessity for a person to figure out the tax on a separate slip of paper or any place except right under the amount on which tax is being calculated:

After being in the habit of adding 1½% Sales Tax or a straight 3% Sales Tax, the odd figuring occasioned by the 50% increase giving 2¼% and 4½% respectively is at first sight somewhat confusing and bothersome.

We believe, however, that by following the simple method outlined here, there is very little more work than in the former case .

Take for instance; it is desired to invoice for $328.60, adding 2¼% sales tax.

Now 2% is twice 1% or twice the net amount of $328.60 with the decimal point moved two places to the left, i.e $6.57(20)

Now in placing this amount under the price and in performing the arithmetic operation of twice 1% all at the same time, it is only necessary to **multiply the top line by two and place the result two decimal places to the right, as—**

328.60
6.5720
2% i.e. 2 times 1% Begin here

Now to get the quarter per cent., this is one-quarter of 1% or one-quarter of the top line with the decimal point moved two places to the left and in securing this result and putting it in the right place, it is only necessary to **divide the top line by four putting the result two places to the right as in the previous line.**

This works out pictorially with the two lines placed as below, (the nought is inserted in the third line to avoid error in placing the result of the first operation of dividing four into three.

328.60
6.57(20)
0.82(15)

Begin here this time
because result of third line is obtained by division.

Now it is merely a matter of straight addition of three lines giving the result $335.99 (neglecting the .0035 as it indicates an amount less than ½c.)

By this method all subtraction is eliminated; the tax is readily determined by adding the last two lines together if the tax alone is required. The total is conveniently arrived at and the net cost, the tax, or total charge may each be conveniently arrived at.

Here is another example; 2¼ per cent. Sales Tax to be added to $687.00:

	687.00
2%	13.74(00)
¼%	1.71(75)
	702.45(75)

Continuing .0075 as being more than ½c and adding a whole cent it gives the total tax as $15.46 and the total price as $702.46.

The operation for 4½% is exactly the same as for 2¼%. The first line will be four times 1% that is **four times the top line put two places over to the right** and the second line one half of 1% or **one-half of the top line moved two places to the right.**

Now there is another way of figuring 4½% which is even easier still and we are therefore giving it as an alternative.

4½% is made up of 3% and 1½%. First take 3% of the top line which is **3 times the top line moved over two places to the right and then take half this 3% line and put it underneath.**

As for example:

4½% of	$29.40
	29.40
3 %	.88(20)
1½%	.44(10)
	30.72(30)

Examples could be multiplied ad lib. but the above examples are sufficient to show the method suggested.

I believe these operations are rather harder to explain than to put into practice but once they are understood it is straight figuring from beginning to end.

R. G. E.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

WOODEN HOSE REELS

The Mills Hardware Company, Hamilton, Ont.—Could you give us the name of a Canadian manufacturer of wooden garden hose reels?

Answer.—The John Watson Manufacturing Company, Limited, Ayr, Ont.

ADJUSTABLE PIPE REAMER

J. W. Harvey, Manufacturers' Agent, Port Williams, N.S.—Could you inform me who can supply adjustable pipe reamer?

Answer.—The Pratt and Whitney Co., Dundas, Ont.; and also the Butterfield Company, Rock Island, Que.

BATTERY CHARGER

J. W. Richardson, Hardware Merchant, North Bay, Ont.—Kindly inform us who makes battery chargers for automobile batteries.

Answer.—The Canadian Fairbanks-Morse Company, Limited, Montreal, and the Canadian General Electric Company, Limited, Toronto, Ont.

SCHOOL DESKS

Lacroix Brothers & Company, Limited, Prince Albert, Sask.—Would you kindly advise us the names of makers of school desks?

Answer.—The Canadian Office & School Furniture Company, Ltd., Preston, Ont.; C. P. Sabien, Montreal, Que.; The Globe Furniture Company, Limited, Waterloo, Ont.; Paquet & Godbout, St. Hyacinthe, Que.; St. Lawrence Furniture Co. Ltd., Fraserville, Que.; Spencer Bros. & Turner Co., Ltd., Truro, N.S.; W. F. Vilas, Cowansville, Que.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

"WHITE CAP" BOOKLET

Beatty Bros., Ltd., of Fergus Falls, Ont., have issued a new washer booklet containing specific illustrations and detailed information concerning their White Cap washing machine. The different illustrations in the booklet are designed to follow the various procedures of the customary household wash. It has been artistically prepared, while the reading matter contains a direct appeal to the housewife, as well as a message for the casual observer regarding the operating methods of an electric combined washer and wringer. Details as to construction of the White Cap and useful information for both the dealer and consumer completes an interesting and attractive booklet.

HEATING THE HOME

An interesting book depicting various methods of "Heating the Home" has been compiled by the Dominion Radiator Co., Ltd., of Toronto, Ont. The introduction to the book deals with the early methods of heating, and introduces step by step the open fireplace of olden days, the coal-stove and the hot air furnace.

Hot water heating, as achieved by the Safford Mogul Boilers and Safford Radiators, is then fully enlarged upon in this interesting catalog. The various attributes of this style of heating are described in detail. A number of illustrations of radiators and heating apparatus in practical installation completes the booklet.

Twenty Years Ago.

Following items are reproduced from Hardware and Metal of May 31, and June 7, 1902:

"Wm. Vallance, of Wood, Vallance & Co., Hamilton, is in Vancouver inspecting the branch business which his firm is opening there. Wood, Vallance & Co. are taking over the wholesale and retail hardware business of Thos. Dunn & Co., the firm name of which will become Wood, Vallance & Legget." (This branch of the Wood, Vallance & Co. business was recently purchased by Marshall Wells & Co.).

"The combination which was being formed by the leading wholesale houses of the United States has collapsed. This was quite unexpected as it was understood that the undertaking would be successful. E. C. Simmons of the Simmons Hardware Co., was designed for presidency of the organization."

"A prominent hardwareman passed away at Carleton Place in the person of W. R. Gardner, former well-known resident of Brockville. He established the Gardner Tool Works at Brockville, since merged into the business of the James Smart Mfg. Company."

"The Toronto Branch of the Ontario Hardware Merchants' Assn. held a special meeting in the rooms of the R. M. Assn., Bay Street, to discuss the proposal to amalgamate with the R.M.A."

"Herbert A. Couse has severed his connection as manager of E. M. Marshall Hardware, Sarnia, Ont., to enter business for himself in that city."

"John J. Barry has been appointed manager in the Maritime Provinces for the Crucible Steel Co. of America, headquarters in St. John."

"W. Montgomery has bought out the premises and hardware stock of J. W. Fulbrook, Stonewall, Man.

"J. H. Still, president J. H. Still Mfg. Co., Ltd., St. Thomas, Ont., is dead."

Events in the Trade

BUSINESS CHANGES

Springfield, Ont.—J. A. Chambers has sold his hardware business here to R. Willis & Son of Lambeth, Ont.

Wellington, Ont.—Lawrence and Walter Coxall, brothers, who have been in the hardware business together in Wellington, have dissolved partnership. Walter Coxall is going to Kingston and Lawrence will continue here in another retail business.

PERSONAL

E. W. Scott, representing Andrews Wire Works, Watford, Ont., The Wire Goods Co., and Cassidy Fairbanks, Mfg., Co., Chicago, was in Montreal this week on his way to the Maritime Provinces.

C. E. Adcock of Adcock & Co., left this week for a two weeks' trip through the Maritime Provinces.

W. F. Duffield of the Reading Hdwe., Co., Reading, Pa., and Jas. Hossack of the Lufkin Rule Co., called on the Montreal jobbers this week.

ONTARIO INCORPORATIONS

London Metal Products Ltd., capital $60,000 head office London, Ont., to manufacture articles of copper, brass, iron, steel, zinc, wood, etc.

Donald F. Johnston Radio Ltd. head office Toronto, capital, $40,000 to manufacture and deal in radio and other electrical apparatus.

K-T Foundry, Ltd. has been incorporated to take over the K.-T. Foundry at Galt and carry on business there with $100,000 capital.

Engineering and Radio Supplies Ltd., head office Toronto, capital $100,000 to manufacture radio and electrical apparatus.

BUILD ADDITIONS TO FACTORY

Tweed, Ont.—The Steel Trough and Machine Co. are building two additions to their factory. They have also opened a Montreal office to take care of Quebec and Eastern Trade, they are also represented in Toronto, Winnipeg and Vancouver.

BOGUS CHEQUES TAKEN BY KINGSTON HARDWARE MERCHANT

Bogus cheque artists have been at work in Kingston again. Three local merchants, including a hardware dealer being victimized. A young man, whose whereabouts is unknown, is the guilty party. In each case he made a purchase and tendered a cheque, but when the cheques were presented at a local bank, it was found that there were no funds. The police have been informed about the matter and an endeavor is being made to locate the guilty party.

PAINT TRADE NOTES

Among the passengers listed on the new White Star Liner "Majestic" as it left New York June 17, were James H. McNulty, President Pratt & Lambert-Inc., Mrs. McNulty and their three daughters, who will spend the summer in Europe.

A. D. Graves, general manager, Pratt & Lambert-Inc., has recovered from a recent operation for appendicitis and has returned to assume added responsibilities in the absence of J. H. McNulty, president.

TORONTO PAINT CLUB ELECTS NEW OFFICERS

At the regular meeting of the Toronto Paint, Oil & Varnish Club, held in the Carls-Rite Hotel on Thursday afternoon of this week, the following officers were elected for the ensuing year: F. J. Penberthy, Lowe Bros., president; W. M. Burden, E. Harris Co., vice-president; W. W. Schoales, treasurer; H. E. Mihell, Imperial Varnish & Color Co., secretary; A Pinard, Lowe Bros., assist-secretary. Executive committee: A. W. Poole, Stewart & Wood; J. M. Ransom, Canada Linseed Oil; R. F. Eaton, International Varnish Co., and F. M. Farringer, The Boeckh Co., Ltd.

In addition to regular business of the club being transacted, some discussion of the season's trade naturally developed, and optimistic reports were received from the Paint-up & Clean-up committee. Determination to extend the work of the club in making each successive season the "greatest paint and varnish year," was expressed.

CANADA LINSEED OIL MILLS, LTD., HOLD PICNIC

Montreal.—Employees of the Canada Linseed Oil Mills, Ltd., about 85 in number including mill hands and office staff, held their annual picnic on Monday. At 9 a. m. a special car awaited the picnickers and they proceeded to Vaute de Lille for the day's outing. Adding to the enjoyment of those present was the arrangement for a special dinner at the hotel on the grounds, after which a varied program of sports was carried out in the afternoon E. Liersche general manager presented the prizes to the winners, and followed by expressing his appreciation of the spirit of co-operation and goodfellowship which always existed among them. This was ably responded to by the superintendent of the mill. Before leaving for home all who wished enjoyed a motor boat trip on the St. Lawrence, making a happy ending for the joyous outing.

APPOINT NEW SELLING REPRESENTATIVE

Smart's Brockville Furnaces, Limited, have appointed Ben Windsor of Truro as their selling agent for line of furnaces in the Maritime provinces.

NEW GLASS COMPANY

A new glass company, under the name of The Hamilton Glass Company, has taken over the premises at 77 Park St., Hamilton, Ont. The company will supply plate, window, fancy, factory, mirror and art-leaded glass and all other glass used in the building trade, together with automobile and other glass specialties. Donald M. Campbell has been appointed manager. The production will be under the supervision of James W. Ross. The selling representative will be Frank Byrne.

INTRODUCE NEW MERCHANDISING POLICY

The development of a somewhat new and novel merchandising plan by the Blue Bird Corporation, Ltd., Brantford, Ont., will be watched by hardware merchants with some interest. Using figures for Ontario the cash price of this machine is $155. This will be $172.20 as sold on twelve month terms. The dealer receives a cash payment of $10.20 which he retains. He forwards the firm the lien contract providing for twelve monthly payments of $13.50 upon receipt of which the firm remits to him $128.60 and sends him a deferred payment certificate for $16.20 payable on receipt by the firm of all monthly instalments. By this plan the dealer receives the full cash price of the machine while giving his customer the advantage of time payments. One claim for it is that the more the dealer sells the more capital he will have to conduct his business. The firm makes the collections and the dealer merely endorses the note as a guarantee of the purchaser's credit standing and bona fides.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THE importance of closely following market tendencies at all times is again emphasized this week when another lengthy list of price developments, including both advances and declines, appears on hardware goods. The fact that quotations are apparently moving in both directions, makes the current trend a difficult one to ascertain with certainty, but it is noticeable that price increases are again more numerous than the reductions. Lower levels are now in effect on galvanized wares, certain makes of aluminum ware, also stove pipe and elbows. Auto tires, both casings and tubes, record a downward revision, while tin lanterns, certain grades of cast and steel rim locks, and glass jar churns are additional items having easier quotations. Heading the list of increased prices is all classes of cotton cordage, with turpentine, Paris green, linseed oil, dry arsenate of lead, wood-boring drills, bit stock, straight shank and half-inch shank drills, small iron rivets and burrs, hoe handles, rake, hay fork, shovel and manure fork handles, and radiators and boilers all registering a similar upward change. The development in cotton cordage goods was outlined in last week's Hardware and Metal, the lines now affected including sash cord, cotton rope, braided awning cord, seine twine, cotton clothes lines, candle wick and line cord. The recent sudden rise in turpentine prices comes as a surprise to practically all phases of the trade and is generally attributed to the demand being in excess of current production and offerings. Carriage and machine bolts and nuts are considered liable to a revision in the near future, prices being very firm with higher levels recently announced on southern market centres. It is also noted that domestic consumers have been making somewhat extensive commitments in anticipation of this development. The strength of the steel industry is being reflected in advancing prices on various finished steel lines. The question of delivery still dominates the sheet markets, the demand for galvanized being strong, but the call for black sheets is quieter with base prices varying. Canada plate prices are considerably easier, this gradual trend being attributed to competition from Welsh plate mills. Simultaneously, the bar product trade is reported coming in flurries, every few days being a period to be judged by itself. Prices continue firm, however, with some warehouses looking for further advances in the near future if the present volume of trade is maintained. July and August, however, are usually dull periods in this industry. Trade in scrap materials is less promising this week, but recent higher quotations remain in effect. The tone in ingot metals has shown no appreciable change, the general attitude being somewhat quieter as recorded last week. Bright reports continue to come to hand from wholesale houses, while current trade in retail circles is generally described as of a satisfactory nature.

Montreal Markets

MONTREAL, June 22.—An important list of price changes are announced on the hardware markets, various lines being revised, some upward and others in a downward direction. Galvanized iron ware, with a few exceptions, is reduced in price, also stove pipe and elbows, both black and galvanized. One-coated enamelled ware prices are also adjusted, many lines being reduced while others are slightly higher. This line is now quoted at net prices rather than former list prices with discounts. Automobile tires and tubes are lower in price, a varying reduction being announced on both lines. Cold blast tin lanterns are now quoted three dollars per dozen less than formerly. Higher prices are given on hoe, rake, shovel, hay fork and manure fork handles, and cotton rope, sash cord, cotton clothes lines and braided lines are now higher in price. Small iron rivets and burrs show an increase in price of approximately ten per cent through a revision in the discount.

AUTO TIRES AND TUBES REDUCED IN PRICE

Montreal.

A reduction of varying extent is now recorded on automobile casings and tubes. Cord tires are reduced approximately five per cent., while fabric tires and all tubes show a price decline of approximately ten per cent. During the season there has been keen competition in these lines, and prevailing prices in the United States are at a very low level in comparison with replacement costs. Manufacturers point out that the undertone in the rubber market does not warrant existing levels on either tires or tubes, but outside competition should not be allowed to enter domestic markets.

COTTON ROPE PRICES ADVANCED THREE CENTS

Montreal.

Following the firmer trend in various lines of cotton goods last week, cotton rope is now higher in price, an advance of three cents a lb. being recorded. 3/16 is now quoted at 42c., ¼ in. and up, 41c. per lb.

HIGHER PRICES RECORDED IN SASH CORD

Montreal.

Sash cord is advanced in price, quotations being increased four cents per lb. on the various sizes. Following are revised prices: No. 6, 57 cts; No. 7, 56 cts.; Nos. 8 to 12, 55 cts. per lb.

NEW HIGHER PRICES ON BRAIDED LINES

Montreal.

Higher prices are also announced on the various sizes of braided lines, and following are new quotations: No. 3½, $2.55; No. 4, $3.40; No. 4½, $4.75 per doz. hanks.

RANGE BOILER PRICES REMAIN UNCHANGED

Montreal.

Notwithstanding a price reduction is announced on many lines of galvanized ware ths week, range boilers remain unchanged, quotations being fifty per cent. off standard list prices. Manufacturers of these products state that owing to labor absorbing the greater amount of costs in producing boilers, the market is little affected by the cost of raw materials. Current trade shows little change, building construction in the larger centres demanding a fair amount of supplies.

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 60
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.: Extra heavy, 40 per cent.

ACTIVE TONE STILL EVIDENT IN SCRAP

Montreal.

A few minor revisions are given on the current market for waste materials, but nominally prices remain at former levels. Copper, which showed some gain both on primary metal markets and in scrap circles during recent weeks is now a little easier, consumers apparently not willing to purchase at the advance levels. The undertone of this metal, however, is fairly firm, and it remains the most active metal on the non-ferrous list. A slight improvement is noted in melting steel, the increase in buying being more apparent on this line than other iron and steel scrap during the week. However, the recent improvement in ferrous metals generally is well maintained. Average quotations are as follows:

WASTE MATERIALS—

Automobile tires		0 50
Rubber shoes		0 02¾
Yellow brass		0 06
Red brass		0 08¾
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04¼
Lead, tea		3 00
Light copper		0 09
Heavy copper		0 11
Wrought iron, R. rd., No. 1, per gr. ton.		10 00
Malleable scrap (ton)	9 00	10 00
Pipe scrap (ton)		7 00
Heavy melting steel	9 00 to	9 50
No. 2 busheling		3 00
Boiler plate	8 00	9 00
No. 1 machinery cast		21 00

ADVANCED QUOTATIONS ON COTTON CLOTHES LINES

Montreal.

Accompanying other lines of cotton goods, cotton clothes lines have new higher prices. Following are increased quotations:

COTTON CLOTHES LINES—

	Per doz.
30 ft. hanks	$2 20
40 ft. hanks	2 75
48 ft. hanks	3 30
60 ft. hanks	4 10

SLIGHT SLACKENING NOTED IN STEEL DEMAND

Montreal.

While the undertone of the iron and steel industry is again described as firm, only a moderate degree of activity is evident locally. It is pointed out that steel buying usually slackens at this time of the year, particularly in those lines which are used in outdoor construction. At the same time, domestic trade has not shown the improvement as has been apparent in markets to the south, and one distributor stated that a reflection of this may even yet be noticed during the summer months. Reports from U. S. steel centres also indicate a slight falling off in buying, and give as one of the chief reasons that heavy buying of the past few months was partially caused by the fear of a steel shortage on account of the coal strike, which fears are now largely subsided. Although higher pig iron quotations are recorded on certain Western markets, locally this material remains unchanged, the appearance of overseas iron undoubtedly stabilizing this market for the present at least.

IRON AND STEEL—

Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

COLD BLAST LANTERNS $9.00 PER DOZEN

Montreal.

A substantial reduction is announced in quotations on tin cold blast lanterns. These are now quoted at $9.00 per dozen, former price being $12.00.

HANDLES NOW QUOTED AT HIGHER PRICES

Montreal.

A price advance of quite extensive proportions is now given on hoe, rake, shovel, hay fork and manure fork handles. These are now quoted at 15 per cent. off the standard list. Formerly most jobbing houses were using net quotations which were considerably lower ,while others were quoting 30 off the standard list.

REVISED DISCOUNTS ON RIVETS AND BURRS

Montreal.

Through a revision in discounts, small iron rivets and burrs are advanced in price. Iron rivets, 7/16 and smaller, black and tinned, and iron burrs are now quoted less 47½ per cent. off list prices. Net extras remain unchanged.

REDUCED PRICES ON GALVANIZED IRON WARE

Montreal.

Galvanized iron ware, with a few exceptions, is reduced 17½ per cent. Quotations were formerly net list, and the above discount is now quoted. This revision covers a wide range of goods including galvanized tubs, pails, oil tanks, sinks, wash boilers, fire pails, garbage cans, sap buckets, etc. A revision is also made in one-coated enameled ware, and net prices are now quoted where formerly a discount was given off list prices. This change covers a reduction on some articles, while other goods show a price adjustment.

Other ware remains unchanged, and in discussing the reduction made by a Toronto manufacturer on aluminum ware, local manufacturers and distributors of other lines state that up to the present no change has been made, but action may be taken in the near future as it is now under consideration.

Revised ware discounts will be found elsewhere in this section.

STOVE PIPES AND ELBOWS HAVE LOWER PRICES

Montreal.

Accompanying the reduction in galvanized iron ware are reduced prices announced on stove pipe and elbows. Following are present quotations:

Stove pipe elbows	10%
Stove pipes	5%
Light black elbows 5" and 6"......doz.	1 47
Light black elbows 7"......doz.	1 70

STEADY TONE RECORDED IN PIPE FITTINGS

Montreal.

Current trade in pipe fittings has expanded somewhat during recent weeks, although orders are still confined to sorting requirements. While the usual active season for fittings is now at hand dealers are apparently willing to take care of immediate needs only. Quotations are unchanged as follows:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do, long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70-5 per cent.

BRISK DEMAND REMAINS FOR GALVANIZED SHEETS

Montreal.

Galvanized sheets remain the most active factor in the iron and steel trade, and distributors state that the buying movement is so far being well maintained although the usual brisk period of spring is now over. Prices remain firm, with stocks receiving only temporary replenishment from overseas. Sheet markets to the south are still reported strong, higher production costs maintaining this attitude, and although this condition has only an indirect bearing on the local market because of continued arrivals of English sheets at more favorable prices, it nevertheless has its strengthening effect. The tin plate market is reported in a steady position, but demand is not as brisk in these products as in other sheets at the present time. Following are prevailing price levels:

BLACK SHEETS—

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 36 in. wide, 10 cents per 100 lbs. extra.

GALVANIZED SHEETS—

English Standard—	Queen's Head	Fleur de-lis
28 gauge	6 75 to 7 25	6 50 to 7 00
26 gauge	6 50 to 7 00	6 25 to 6 75
24 gauge	5 90 to 6 40	5 85 to 6 35
22 gauge	5 55 to 6 05	5 40 to 5 90
18-20 gauge	5 35 to 5 85	5 25 to 5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

TIN PLATE, Coke—

20 x 28 x 100 lbs. basis	13 00
20 x 28 I.C. 112s	13 50
20 x 28 IX 112s	15 00
20 x 28 IX⅝, 56s	9 00
20 x 28 IXXX. 56s	9 75

TERNE PLATES—

20 x 28 IC. 112s	14 50

CANADA PLATES—Half Bright

18 x 24 x 52s	5 40 box
18 x 24 x 60s	5 50 box
18 x 24 x 75s	5 65 box

WELSH CANADA PLATES—Polished—

12 x 24 60s	7 25 box
18 x 24 x 52s	7 00 box

FIRM TONE REMAINS IN WROUGHT PIPE

Montreal.

The wrought pipe market is again reported firm with list No. 54 still being quoted. Manufacturers point out that a strong tendency remains on U. S. markets owing to higher production costs and a brisk demand. For this reason it is still maintained that a lower tariff will have little effect at the present time. Demand locally is fairly good, especially on the smaller sizes which are being extensively used in home construction work.

HAYING SEASON NEEDING SUPPLIES OF ROPE

Montreal.

Manufacturers and distributors of rope and cordage describe the present buying movement as fair, the haying season in many sections of the country demanding supplies. It is stated, however, that this movement is for the present mostly confined to western sections, the season not yet advanced far enough in Eastern Canada. The same might be said of binder twine insofar as shipping is concerned. Shipments have already been made to some districts but the bulk for this territory is still being withheld. Quotations on manila and hemp rope are unchanged at prices quoted on current market pages.

ACTIVE PERIOD FOR TROUGH AND PIPE

Montreal

Eavestrough, conductor pipe, elbows and sundry lines continue to sell well, and although sales records for May were considered quite satisfactory, a continuation of the present buying movement for the remainder of the month will show higher returns for June. The undertone of the market is described as steady to firm at following list prices and discounts:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

3 inch	6 00
4 inch	10 50

Plain or corrugated. dozen

2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

Toronto Markets

TORONTO, June 22.—Another lengthy budget of important developments has been tabulated on the current hardware markets, thus again emphasizing the necessity for closely following price tendencies at all times. Changes include both upward and downward revisions, the reductions affecting such lines as automobile tires, tin lanterns and easier priced grades of cast and steel rim locks. Increases, however, are more numerous, including radiators and boilers, small iron rivets and burrs, galvanized wares, stove pipe and elbows, and wood-boring drills, straight shank, half-inch shank and bit stock drills. As outlined in last week's issue of Hardware and Metal, practically all cotton cordage goods record higher prices, advanced levels having been announced on sash cord, cotton rope, seine twine, line cord, cotton clothes lines, and candle wick.

Galvanized sheets continue in a firm position, but the market for black sheets is less active, a slight range in prices being recorded. The activity in bar iron and steel is again of a spasmodic nature, but with the recent higher prices being generally maintained. Additional advances are looked for in certain quarters, but this development is contingent upon the ratio of future business, it being pointed out that July and August are usually dull periods in the steel industry. Corrugated sheets are also in a firm position, brisk activity in these products being noted, with flat sheet prices at recent higher levels. The rise in raw cotton prices is reflected through the firm market in cotton wastes, although no variation in quotations is evident. A slight re-action is appearing in scrap materials as the call for certain grades has subsided somewhat. Prices are, however, holding at recent upward revisions.

REDUCED PRICE ON LOWER GRADE RIM LOCKS

Toronto.

The easier-priced class of rim locks now register a reduction in price, the cast grade being quoted at $3.00 per dozen; with the steel rim locks at $3.75 doz.

MARKED ADVANCE IN QUOTATIONS ON DRILLS

Toronto.

Local wholesale houses announce an increase in drill quotations this week, through a revision of discounts. The new price level on bit stock drills, straight shank, half-inch shank, and wood boring drills is now given as fifty per cent. off list, compared with the recent discount of sixty off. This change amounts to an approximate advance of twenty per cent.

RIVETS AND BURRS NOW TEN PER CENT. HIGHER

Toronto.

Iron rivets and burrs, 7/16 inch and smaller, record an advance in price of approximately ten per cent. The new discount on these products, both black and tinned, is list less 47½ per cent. The former quotation was 52½ per cent. off. This change is attributed to the firmer tone in practically all steel products, a development which has become more pronounced during recent weeks.

CANDLE WICK PRICES ALSO SHOW INCREASE

Toronto.

In conjunction with other classes of cotton goods, candle wick packing records an advance in price this week, the new level being 55 cents per lb.

COTTON CORDAGE LINES RECORD HIGHER PRICES

Toronto.

As outlined in last week's Hardware and Metal market report, all lines of cotton cordage now have advanced prices, due to the recent rise in raw cotton market. The higher quotations on wrapping twines were announced last week. Other lines now registering a similar change are sash cord, cotton rope, seine twine, line cord both white and drab, and cotton clothes lines. Following are the new increased levels on these products:

SASH CORD—

Per lb.

No. 6, $0.57; No. 7, 0.56; Nos. 8, 9, 10 and 12, 0.55. per lb.

COTTON ROPE—

Size, ½ inch 0.52; 5|32 in., 0.50½; 3|16 in., 0.47; ¼ in. and up 0.45½ per lb.

SEINE TWINE—

Medium, No. 12, 0.70 per lb. Medium, 18 and up $0.69 per lb.

LINE CORD—

	Per doz.
White, No. 3¼	2 55
White, No. 4	3 40
White No. 4½	4 65
Drab, No. 4	4 00
Drab, No. 4½	5 75

COTTON CLOTHES LINES—

In 40 ft. hanks	2 90 doz.
In 48 ft. hanks	3 50 doz.
In 60 ft. hanks	4 40 doz.

SUBSTANTIAL REDUCTION IN LANTERN PRICES

Toronto.

Contrary to the general upward trend now noticeable in the hardware market comes the announcement of a twenty-five per cent. reduction in price on lanterns. The plain cold blast, with long or short globe, are now selling at $9.00 per dozen, compared with the previous quotations of $12.00 doz. The usual extras follow:

Packed 1 doz in case, 25 cents per doz. extra.

Packed 3 dox. in case, 20 cents per doz. extra.

Packed 6 doz. in case, 15 cents per doz. extra.

BOLT AND NUT PRICES LIABLE TO REVISION

Toronto.

As pointed out in Hardware and Metal market pages some few weeks ago, a much stronger tone is now apparent in machine and carriage bolts and nuts. Some price advances on these products have recently been announced in American markets, with domestic distributors expressing the opinion that producers will most likely follow this lead in the near future, owing to the general firming up in practically all steel products. Higher prices on certain steel goods have already gone into effect. Extensive local commitments are noted on bolts and nuts, the impression that advances are pending apparently being general. In one quarter, it was stated that higher quotations had been decided upon but the exact extent of the rise was not yet settled.

CORRUGATED SHEETS IN STRONG POSITION

Toronto.

The recent high price on flat galvanized sheets has continued to add further strength to the corrugated market, and distributors now report that some revision in corrugated sheet quotations in the near future would not be surprising. One dealer expressed the opinion that the removal of the present ten per cent. discount would reflect the upward tendency in these products, which are experiencing a brisk call at present, especially for lighter gauges, due to the apparent activity in building circles. Present stocks are in fairly good shape although the increased demand coupled with the slow deliveries from the mills, are factors which may tend to tax available supplies during the ensuing weeks. Following are present unchanged quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

NEW DISCOUNTS BRING HIGHER RADIATOR COSTS

Toronto.

As outlined in recent issues of Hardware and Metal, a further revision has been announced in the discount levels on radiators and boilers. Quotations on these products are increased respectively 7½ and 10 per cent., through the decision to withdraw the additional discounts which were recently being quoted, and prices now revert to the previous levels which were in effect during the spring months. Manufacturers and distributors of boilers and radiators state that so much business was booked up at the lower prices, that the outlook has distinctly improved, with the rising trend in the steel industry generally being reflected in practically all steel products. The market in these products is described as firm at the following revised quotations:

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $136; 18 in, $140; 16 in, $150 14 in., 155; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 59 per cent. for water and 60 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizese 51 per cent. for water and 52 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05 Discount 56 per cent.

BOILERS—

Water:

Round, 64 per cent off list. Square, 15 per cent. off list.

Steam:

Round, 28 per cent. off list; square, 15 per cent. off list.

Galvanized Ware Prices Substantially Reduced

Discount of 17½ Per Cent. Now Quoted on Galvanized Wares, While Aluminum Ware Also Considerably Lower in Price—Reducing Production Costs Assists in This Direction, Although Competition Also a Factor in Market Development

AS OUTLINED in a recent market report contained in Hardware and Metal, prices on galvanized wares have now been reduced. The extent of the revision is approximately 17½ per cent. on galvanized ware, since these products were previously quoted at net prices, and under the new levels this discount is given on these goods. Aluminum ware of certain makes has also suffered a similar downward price change, the decline in this case being practically 26½ per cent. The factors contributing toward this development are briefly stated as the lowering of production costs by manufacturers, although as pointed out in last week's issue of Hardware and Metal, keen competition has also been an element in this direction. It is noted that galvanized sheets have recently been advanced in price, and that a very firm trend is evident in practically all steel items. Raw material of this class, however, is usually purchased several months in advance by large ware manufacturers, while numerous other factors enter into the production phase of these goods. Kitchen utensils, such as galvanized and aluminum, and the groups mentioned below, are recently reported to have registered an improved movement, the volume of trade generally being up to expectations for this season of the year.

WARES—

Britannic, list plus 5 per cent.
Scotch Grey Ware. Prices on application.
Colonial, 40 per cent.
Imperial Ware, 40 per cent.
Pearl, 40 per cent.
Diamond, 20 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent Ware, prices on application.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japanned ware, white, list, plus 10 per cent.
Plain and Japanned Sprinklers, list plus 10%.
Stamped ware, plain, 50 and 10 %.
Stamped ware, retinned, 50 per cent.
Copper bottoms, plus 40 per cent.
Tinners' trimmings, plain 50/10 per cent.
Tinners' trimmings, retinned 50 per cent.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15 per cent.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prrces.
Sheet iron ware, list plus 10 per cent.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galvanized, 17½ per cent.
Steel sinks, painted, 17½ per cent.
Light galvanized pails and tubs, 17½ per cent.
Heavy galvanized pails and tubs, 17½ per cent.
Hollow ware, add 40 per cent.
Garbage pails, 17½ per cent.
Japanned coal hods, list plus 33 1-3 per cent.
Paper lined boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, 5 per cent.
Stove pipe elbows, black and galvanized 10%

DELIVERY DOMINATES THE SHEET MARKETS

Toronto.

The recent higher price levels on sheet products continue in effect, but while the brisk demand for galvanized sheets is still evident, it is noticeable that this is not generally the case with black sheets, and prices show a range on these products. The new higher quotation of $5.00 base, is described as nominal, and $4.80, as reported in last week's issue of Hardware and Metal, has been recorded in several quarters. The question of delivery continues to dominate the steel market. While there is no doubt that buyers have replenished their stocks to some extent in the past three months there are no indications that buyers are over-stocked or will produce a soft market in the near future by liquidation. In many cases stocks merely represent provision for filling orders adreay in hand.

Some recession in prices on Canada plates has recently developed, but distributors of these goods look for a brisk volume of Fall trade, with substantial bookings. Current local quotations follow:

BLUE ANNEALED—

10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10
16 gauge	4 15

BLACK—

18-20 gauge	4 60	4 80
22-24 gauge	4 65	4 85
26 gauge	4 70	4 90
28 gauge	4 80	5 00

Charge of from 25c. per 100 lbs is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75

	Premier and Apollo
10¾ oz.	6 40
U. S. 28 base	6 00
U. S. 26 base	5 70
22 and 24	5 55
18 and 20	5 40
16	5 25
12 and 14	5 10

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

PLATES, CANADA—

Do. 60 sheets	4 85
Ordinary, 52 sheets	5 25
Blued and oiled, boxes, 52's	5 00
Do., Do., 60's	5 10

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	11 50

RISE IN COTTON PRICE REFLECTED IN WASTES

Toronto.

While current price levels on cotton wastes at present remain unchanged, yet these markets reflect the recent rise in raw cotton prices. As a result of raw cotton advancing more or less suddenly in southern quarters, local manufacturers and distributors of waste report a much stronger tone now prevails. However, the present demand for waste is not considered of sufficient volume to carry higher prices, and prevailing unchanged prices are included in the current market quotation pages.

Keen Competition Factor in Lower Tire Prices

Auto Casings and Tubes Reduced Between Five and Ten Per Cent.—Manufacturers State Brisk Demand Lowers Production Cost—Claim Raw Material Markets Do Not Warrant Change—Keen Competition by Outside Producers

ANOTHER reduction in automobile tires to the extent of approximately five per cent. on cord tires, and ten per cent. on fabric casings and tubes, reflects the keen competition that has developed in these markets, rather than the trend of raw material or production costs. Manufacturers of these products state that while the rubber and cotton markets do not warrant this further lowering in tire prices at this time, yet the seasonal call that has been experienced for tires during the past few months has enabled the producers to operate full time on an extended ratio of output with the natural result that overhead costs have been considerably pruned thereby. Distributing expenses have also been reduced by the manufacturers, wherever possible, thus enabling them to announce the present change.

In discussing this situation with Hardware and Metal, one tire manufacturer pointed out that the industry had more or less expected the next move might contain an upward revision in prices, due to the recent developments in the rubber and cotton markets, thus enhancing the prices of these two primary raw materials. Such movements, however, have not been of such marked extent to affect tire production costs, as yet, due to the fact that large stocks of these materials are carried on hand, and buying of same is done in extensive quantities. It was also admitted that while the improvement in the tire business had reflected a big increase in consumption of these products, producers were anxious to keep domestic price levels below the quotations of their American competitors, if possible. An active trade in casings and tubes is usually evident at this season, while the demand for these products also reflects the expansion in the automobile industry. Following are revised tire quotations:

CORD TIRES—

Size	Casings, all-weather tread
30 x 3½, 4 ply	$18 50
30 x 3½, 6 ply	21 30
32 x 3½	29 30
31 x 4	33 85
32 x 4	37 30
33 x 4	38 50
34 x 4	39 50
32 x 4½	48 15
33 x 4½	49 30
34 x 4½	50 50
35 x 4*	52 00
36 x 4½	53 10
33 x 5	60 00
34 x 5	61 70
35 x 5	63 00
37 x 5	66 25

Less 20 per cent.

FABRIC TIRES—

Size	CASINGS Smooth Tread	All-weather Tread
30 x 3	$10 75	$12 40
30 x 3½	12 00	15 00
31 x 3¾	..	17 00
32 x 3½	18 15	20 90
31 x 4	18 90	21 60
33 x 4	25 00	27 70
33 x 4	26 35	29 20
34 x 4	27 25	29 85
32 x 4½	33 40	37 15
33 x 4½	34 50	38 40
34 x 4½	35 60	39 50
35 x 4½	36 70	41 55
36 x 4½	37 85	42 55
35 x 5	43 40	50 00
37 x 5	46 00	53 00

Less 20 per cent.

TUBES—

Size	Regular	Heavy Tourist
30 x 3	1 75	$1 85
30 x 3½	2 00	2 20
32 x 3½	2 70	3 00
31 x 4	3 25	3 55
32 x 4	3 40	3 75
33 x 4	3 60	3 85
34 x 4	8 70	4 05
32 x 4½	....	4 70
33 x 4½	....	4 80
34 x 4½	....	4 90
35 x 4½	....	5 15
36 x 4½	....	5 30
33 x 5,	....	5 55
34 x 5,	..	5 70
35 x 5	....	5 85
37 x 5	....	6 20

MODERATE ACTIVITY IN PIPE FITTINGS

Toronto.

Trade in pipe fittings is described as better than expected in some quarters, while other distributors state that the total volume is fair, although current orders are of a small nature. A moderate degree of activity is generally recorded, however, with quotations on these products holding unchanged at the recently revised levels. The outlook is stated to be more optimistic, in view of the enlarged program of home buildings now being generally entertained. This has naturally resulted in a better demand for fittings of all kinds. Following are the current unchanged quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, mall.	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do., long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922. Discounts 70 and 5 per cent.

BAR PRODUCT TRADE COMING IN FLURRIES

Toronto.

Deliveries of iron and steel continue difficult to secure, this condition serving to retain the strength in the steel markets in spite of keen competition. Distributors state that current trade apparently comes in flurries, demand being brisk for a few days and then falling off again. This week opened in fair volume, however. The base price of $3.00 generally holds good for average purchases on the local market, and while some indication of still higher price levels is expressed in some quarters, yet it is stated that this quotation will likely hold for the next few weeks, although prices may go up another ten or fifteen cents in July or August, if business retains its present indications. It is pointed out, however, that July and August are usually quiet months in this industry, and a recession from the brisk activity in southern primary quarters, is already being recorded. This season, such a tendency is more or less offset by the influence of the coal strike, which is now practically two and one-half months old, with no apparent indication as to when the finish will materialize.

IRON AND STEEL—

Mild steel bars, base	$ 3 00
Mild steel bands, 3-16 in. base	3 50
Bar iron, base	3 00
Angle iron, base	3 10
Horseshoe iron	3 75
Tire steel	3 25
Spring steel	8 00
Sleigh shoe steel	3 00
Hoop steel	4 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

RANGE BOILER TRADE MORE SATISFACTORY

Toronto.

Current trade in range boilers is more or less of a spotty character, according to the recent reports from manufacturers and distributors of these products. Business in some quarters is still described as spasmodic, a condition which was generally apparent during the earlier months. Other dealers state that trade is of a fairly moderate nature, which can be looked upon as more satisfactory, especially in view of the quiet session previously experienced in range boilers. Quotations remain unchanged, manufacturers pointing out that recent higher costs of raw materials such as sheets, have served to steady prices.

REACTION APPEARING IN SCRAP MATERIALS

Toronto

Trade in scrap materials is now described as spasmodic, the current demand recording some variation, dealers stating that every few days is a period unto itself from a trading viewpoint. Little change in prices has been apparent, for while the recently revised levels continue in effect, the undertone is perhaps not quite so firm as during recent weeks. Iron and steel scrap remains firm but with no further development in quotations. The railroads are offering large quantities and until this material is taken off the market, there is little likelihood of any advance. There is considerably more heavy melting steel on the market than has been the case for some little time and this also has a tendency to depress prices. Steel turnings and cast iron borings have been fairly active during the past week. Following are the usual averages of dealers' local buying prices:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 50	11 50
Light copper	9 00	9 50
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 50	7 75
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 25
Tea lead	2 75	3 50
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25
1 barrel lots		1 45

SASH CORD PRICES ADVANCED FOUR CENTS

London, Ont.

Due to the higher prices on raw cotton, all cotton cordage now has advanced prices. Quotations on sash cord are increased to the extent of four cents per lb. Following are the revised levels:

SASH CORD—

No. 6, 57c. lb. No. 7, 56c. lb. No. 8 to No. 12 55c. lb.

HIGHER PRICE LEVELS ON COTTON ROPE

London, Ont.

Prices on cotton rope have also been advanced, the new levels on 3-16 in., being 46 cents per lb., and ¼ inch and larger, 45 cents per lb.

REVISED DISCOUNTS LOWER AMERICAN AMMUNITION

London, Ont.

New lower prices have recently been made effective locally on American ammunition. The revised discount quotations on these lines follow:

AMMUNITION, AMERICAN—

B. B. Caps and Rim Fire Cartridges, list less 2½ per cent.

Centre Fire Military Sporting and Pistol Cartridges, list less 10 per cent.

Primers, list plus 10 per cent.

BRAIDED AWNING CORD AT INCREASED PRICES

London, Ont.

In conjunction with other cotton cordage lines, braided awning cord now has new higher prices. The revised quotations follow:

BRAIDED AWNING CORD—

No. 3, $2.20 doz. hanks.; No. 3½ $2.60 doz. hanks.; No. 4, $3.50 doz. hanks; No. 4* $4.75 doz.

TURPENTINE REGISTERS FIFTEEN CENT INCREASE

London, Ont.

As we go to press, we are informed that an additional advance has been made in turpentine prices, thus bringing the total increase since the last issue to fifteen cents per gallon. The strength of southern producing centres, caused by scarcity of the product, is cited as the reason for this further increase. Revised prices are now as follows:

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 60
2 to 4 bbl. lots	1 59
5 gal. lots	1 75

London Markets

LONDON, June 22.—As announced in last week's issue of Hardware and Metal, practically all classes of cotton cordage register advanced prices. This change has developed on sash cord, cotton rope, braided awning cord, cotton bed cords, seine twine and wrapping twines. Turpentine also advanced twice during the week, present levels being ten cents per gallon higher than formerly. Glass jar churns, linseed oil and American ammunition, are among items showing reduced quotations.

LINSEED RECOVERS PREVIOUS PRICE LEVEL

London, Ont.

After recording a recession of five cents per gallon last week, linseed oil has now been advanced, the previous levels thus being in effect. While this change is equivalent to an increase, yet the variation is attributed to the fluctuating flax seed markets. These are again firming up, and local oil quotations prevail as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal.	$ 1 10	$ 1 13
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add 15 cents gal.

GLASS JAR CHURNS NOW SLIGHTLY REDUCED

London, Ont.

Among the price developments this week, is noted the reduction in quotations on glass jar churns. Slightly lower levels follow:

GLASS JAR CHURNS—

No. 30 Dazey, $22.00 doz. No. Dazey $26.75 dozen .

SHOVEL AND SCOOP HANDLE PRICES REVISED

London, Ont.

Recent lower prices now in effect on "D" handle, spade, shovel and scoop handles, are $5.25 per dozen.

SEINE TWINE PRICES ALSO MOVE UPWARD

London, Ont.

Following are the new higher prices on seine twines, which have been announced in conjunction with higher levels on other cotton cordage:

SEINE TWINE—

No. 18 and larger in 1 lbs. 71c. lb. No. 18 and larger in ¼ lbs., 72c. lb.; No. 15 and larger in 1 lbs., 72c. lb; No. 15 and larger in ¼ lbs., 73c. lb.

ADVANCED QUOTATIONS ON COTTON BED CORDS

London, Ont.

Higher quotations on cotton bed cords are also announced this week, this change being a reflection of the recent sudden advance in raw cotton prices. New levels follow:

COTTON BED CORDS—

30 ft., $2.25 doz.; 48 ft., $3.35 doz.; 60 ft., $4.15 doz.

COTTON WRAPPING TWINES AT REVISED LEVELS

London, Ont.

In conjunction with higher prices on other cotton cordage lines, wrapping twines now have advaced quotations. Following are the new levels:

WRAPPING TWINES—

3 ply balls, 51c. lb. 4 ply balls, 53c. lb.; 3 ply cones, 48c. lb.; 4 ply cones, 50c. lb.

HAY FORK PULLEYS IN POPULAR MOVEMENT

London, Ont.

Both wholesalers and retailers record a good sale for hay fork pulleys, also rafter brackets and hangers. Following are prevailing price levels on these products:

HAY FORK PULLEYS—

6" Wood Knot Passing Malleable Frame 87 ea.
6" Iron Knot Passing malleable frame 99 ea.
Rafter brackets, $1.08 doz.

TRACK HANGERS—

½ x 10" 90c. doz. ½ x 12" 95c. doz.

BRISK SALE RECORDED FOR HARVEST TOOLS

London, Ont.

Both retailers and wholesalers report a big sale at present for harvest tools of all kinds. Quotations on these products remain unchanged, the prevailing discount being 60 per cent.

GOOD TRADE IN GRASS HOOKS AND SCYTHES

London, Ont.

Good sales of grass hooks and scythes are generally being experienced, the season for these products being in full swing. Prices remain firm at the following lists:

GRASS HOOKS—

Canadian	Per Doz.
No. 2	3 90
No. 3	4 00
No. 4	4 10
No. 5	4 30
Little Giant	6 50
Fox (English)	
No. 2	5 75
No. 3	6 00
No. 4	6 50
SCYTHES—	
Cast Steel	15 00
Clipper	16 00
Cutlery Steel	17 00
Brush	16 00

PRICES REDUCED ON MANILA CLOTHES LINES

London, Ont.

Prices on manila clothes lines now register a slight reduction, these products being quoted at $3.00 per dozen, in fifty foot lengths.

SALES OF BUILDERS' HARDWARE INCREASING

London, Ont.

As the season advances, an increasing volume of sales in builders' hardware is generally evident. Supplies of this nature are moving more readily this year than has been the case for several seasons. Prices on most lines are very firm.

BASEBALL AND GOLF GOODS NOW POPULAR

London, Ont.

Merchants state that baseball goods continue to sell well, with distributors reporting exceptionally brisk demands for balls and bats. Other sports requisites, especially tennis and golf outfits, are recording a popular season.

FAIR TRADING IN AUTO TIRES AND ACCESSORIES

London, Ont.

Dealers report very good sales at present in auto tires and tubes, while automobile accessories are also experiencing a brisk demand.

Winnipeg Markets

WINNIPEG, June 22.—Developments on the current hardware markets include increased quotations on putty, a decline in Canada plate prices, and a see-saw movement in both linseed oil and turpentine markets. An upward tendency is reported in soil pipe and fittings, with a firm trend in nails and wire fencing products. Business is described as improving, with a brisk demand being experienced for all classes of materials used in building, such as glass, builders' hardware, paint, and similar lines. Prospects for this season's crop are more promising, with a good Fall trade being anticipated.

UPWARD TENDENCY IN SOIL PIPE AND FITTINGS

Winnipeg.

Owing to the increasing demand for soil and pipe fittings, which is, of course, a direct reflection of the general building activity, an advance in the quotations on these products is reported as being contemplated and distributors of soil pipe state that any such move would not occasion any surprise. Prevailing levels follow:

SOIL PIPE—	
2 and 3 in.	27½%
4 in.	37½%
5 and 6 in.	32½%
8 in.	10% adv.
SOIL PIPE FITTINGS—	
2 and 3 in.	47½%
4, 5 and 6 in.	50%
8 in.	10% adv.

STRENGTH RE-GAINED IN LINSEED OIL

Winnipeg.

After a reaction on the flax seed markets which caused the local quotation on linseed oil to recede several cents per gallon, prices have now been advanced again to the former levels, those prevailing as follows:

Boiled, $1.23 per Imperial gallon in barrel lots; Raw oil, $1.20.

SEE SAW MOVEMENTS IN TURPENTINE PRICE

Winnipeg.

Turpentine has also recorded some signs of fluctuating during the past few days. The strong tendency exhibited in these markets over recent weeks was accentuated with an advance of five cents per gallon, owing to the scarcity of the product, both locally and on southern producing centres. Now, however, a recession has developed in the tone of turpentine, and prices have been reduced to the former level of $1.45 per gallon.

DECLINE IN PRICES ON CANADA PLATES

Winnipeg.

A decline of fifty cents per box has been announced in quotations on Canada plate. The current demand is described as moderate, with bookings for Fall stated to be heavy. The revised quotations are contained on the current market page.

FIRM TONE EVIDENT IN NAIL MARKET

Winnipeg.

The nail market is undoubtedly firm, and owing to the recent revision in sales tax regulations, it is reported that a slight advance may be made in the near future on the base nail prices. Trade in these goods is described as very fair, with an active building program accentuating a brisk demand.

INCREASE ANNOUNCED IN PUTTY QUOTATIONS

Winnipeg.

An advance has been recorded in the local quotations on putty, the revised levels being as follows:

In 100 lb. iron, $5.50 per cwt. in 25-lb. irons, $6.25 per cwt.; in 1½ lb. tins, 13 cents each.

Distributors state that these prices are firm, with the possibility of further advances in the future now under consideration.

NUMEROUS ORDERS FOR WIRE FENCING

Winnipeg.

The current demand for wire fencing both barbed and woven varieties, is described by distributors of these products as very strong, with orders having been exceptionally brisk during the last two or three weeks. Prices are naturally firm.

Hamilton Markets

HAMILTON, June 22.—A noticeable increase in the volume of active business is the outstanding condition of the local hardware trade. Wholesale firms report better sales, in practically every line, than they enjoyed a year ago. The seasonal weather that has been experienced is described as more helpful to the retailer, and according to general reports, sales are now larger than they have been for several months past. Of course, a large amount of such business is usually expected at this season of the year, and one merchant pointed out that if it had failed to materialize, things would be poor indeed. However, as a result, the confidence of the dealers has recently become more manifest with the corresponding result that collections are also recording an improvement in this section of the country.

Seasonable items of all kinds are enjoying a brisk movement. Wire products and steel goods are reported to be very active items at the present time. Much of this is attributed to the incentive of increased interest in consumer channels for practically all manufactured steel products, a condition hingeing partially in turn upon the coal strike. The upward trend in quotations on steel goods continues, and while production by the mills is admittedly ahead of the rate of actual consumption, buying for stock is stated to be a factor in the situation.

Steel deliveries are steadily extending and the brisk demand shows no appreciable signs of receding, as yet. The duration of the coal strike is generally considered to be a decisive factor in prevailing developments. Reports from the mills indicate that the receipt of new tonnage is still in excess of shipments and steel prices to the south continue to gain strength as producers are forced to utilize larger quantities of higher priced coal. Altogether, the steel industry as a whole is now in a favorable condition with the business in hand described as generally in excess of expectations for this time of the year. Domestic distributors report trade as brisk and with the upward trend in prices has developed a noticeable increase in activity all along the line.

Paint manufacturers and distributors report brisk trade continuing in ready-mixed colors, with the current movement of these products as a whole being described as satisfactory. A marked hum of activity is noted in warehouses and shipping departments, and while this is caused by numerous small orders, yet the aggregate volume compares very well with last season. Prices remain unchanged at present, manufacturers pointing out the increases in some raw material prices reflecting a steady to firm tone during recent weeks.

There is apparent a movement among many retail hardware merchants to improve the general appearance of their stores through the introduction of new counters, wall displays, and general rearrangement of store interior layout. The merchants are apparently bent on keeping up-to-date, and in this respect are also maintaining their natural positions as leading figures in the community.

Pittsburg Markets

PITTSBURG, June 22.—Iron and steel trade conditions have shown no important change in the past week, there being simply a continuance of the trends previously established. Production is growing a trifle, buying for late deliveries is decreasing, pressure for early deliveries is increasing, and prices are stiffening.

Production of steel ingots is now at a rate of about 39,000,000 gross tons a year, against a rate of about 35,000,000 tons of April 1, when the coal strike started, and a production of some 19,000,000 in 1921, that being also approximately the rate of production at the close of the year.

The present production rate of 39,000,000 tons a year represents barely 75 per cent. of the productive capacity, but the trade is showing less and less respect for "capacity" as developments furnish a new and more logical viewpoint. It is seen that the country is rather busy, industrially, at the present time, with nearly everybody at work, yet it is doubted whether all the steel being made is being consumed currently, and it is noted that 1912 and 1913, by far the two biggest tonnage years before the war, showed only 30,000,000 tons production each, although industry was well engaged, so that production now is 30 per cent. greater.

Just after the war, when everything was more or less in chaos, men had not gotten their bearings and simply assumed that since the steel making capacity was there it ought to operate, or business conditions would not be right. Of course there were some men with broader vision, but the attitude of 90 per cent. or more of the people was simply that there was the steel industry, called "the barometer of trade" and it had to operate or trade would be poor.

If there are any cases of consumers being unable to operate and fill their orders because they do not receive enough steel, the cases have not come to general knowledge. There is much pressure upon mills by steel buyers for better deliveries, and this pressure upon mills by steel buyers for better deliveries seems to have increased somewhat up to date but it looks as if buyers simply want to be on the safe side, fearing a curtailment in production later on account of the coal strike. The coal strike has lasted for two and a half months, and meanwhile steel production has increased by over 10 per cent.

Technically, the coal strike is two and one-half months nearer its end than it was when it began, but one cannot see any direct evidence of its being any farther along. The union operators and the United Mine Workers each occupy the same position as at the start and neither side shows any signs of weakening. Even the non-union strikes, which were not expected to last nearly as long as the regular union strike, since the non-union men have had scarcely any practice at striking, while the union miners have kept themselves in constant practice for a generation past, are almost as strong as two months ago.

In the Connellsville region there is a little more production, but hardly enough to count for anything. The strike may end next week or it may continue for months. At the beginning the predictions as to its duration ranged from two to six months, and to-day no one has a basis for changing this except to say that the strike will not last less than two and a half months, because the two and a half months are gone.

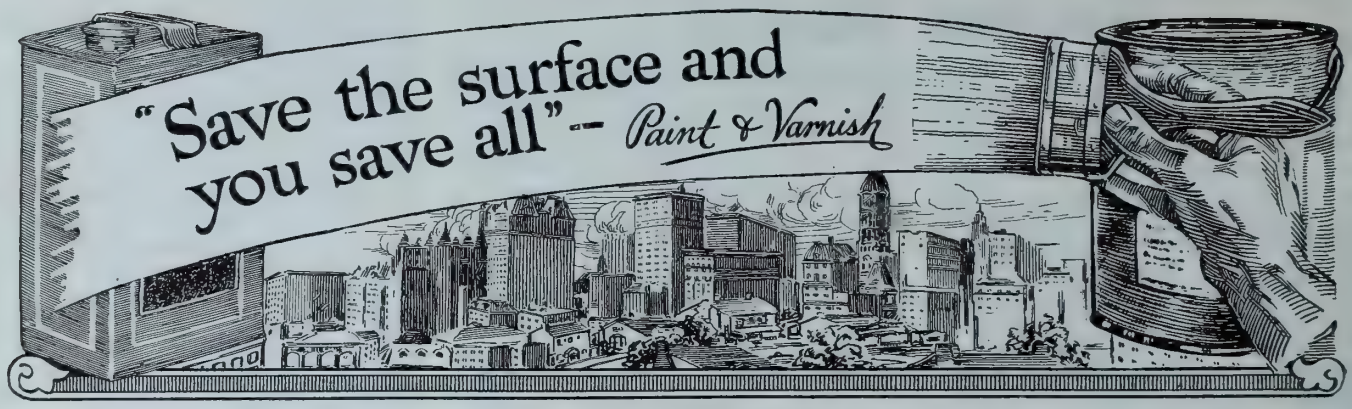
As to the total turnover in steel products, the market continues to grow less active, and this is the natural trend at this time of year, as July and August are almost invariably very dull months.

Buying for early deliveries, at the premiums that have to be paid in most cases for early delivery, is increasing somewhat, as new wants develop and cannot be met by purchases in the ordinary way. The regular manufacturing consumers who bought ahead are not placing additional tonnages to any extent.

The finished steel market is quotable as follows: Bars, shapes and plates, 1.60c to 1.80c; hoops and bands, 2.25c to 2.40c; blue annealed sheets, 2.40c to 2.50c; black sheets, 3.15c to 3.30c; galvanized sheets, 4.15c to 4.30c; automobile sheets 4.50c to 4.75c; wire nails, $2.40 to $2.50; standard steel pipe, 71 per cent. basing discount; tin plate, $4.75.

Mills having regular sheet mill customers in sheet bars have been covering the customers at $35, it being claimed that the sales are made for July only. Whether sheet mills that do not make their sheet bars themselves have been able to sell much tonnage beyond July is a question. There has been much talk of there being a heavy demand for sheets but it is not very clear that the demand is particularly heavy except in the case of automobile sheets, and the automobile trade of course wants its sheets for very early deliveries.

There are reports that sheets have been sold for August and September delivery with a price guarantee, either written in the contract or implied, but sellers are indisposed to admit this. A new departure in the sheet market is the disposal of sheets by consignment to jobbers in New Orleans and Birmingham, and whether this practice will grow and become common is being discussed.



Unique Display Pulled Paint Business

Number of Cutouts in Window Showing Various Surfaces in Process of Being "Saved" By Application of Paint or Varnish Creates Much Interest—Visualizing Local Possibilities for Business—Every City Block Represents Big Chances For Paint Business

A RECENT paint and varnish display used by a hardware merchant to good advantage is described herewith. The display was designed mainly to show the many uses of paint and varnish products, and that their purpose was not confined to a floor or two but occupied every surface of any kind of building, indoors and out. The display in fact was half inside and half outside, so far as the idea was concerned.

A large can of paint about thirty inches high made from card board was placed on top of the background. On the left side of this can of paint was a card reading "Clean Up and Paint Up, Keep It Up." A smaller cardboard disc next to this had pasted exteriors of houses in color placed on it. A still smaller disc was used with the word "outdoors." On the left side of the can of paint was a cardboard disc with the wording "For Wealth, Health and Economy," the smaller disc next to this had pictures of interiors in colors and the next smaller disc had the word "Indoors."

On the left hand of the background was Miss Clean Up, cut out of cardboard about three feet high, pointing to the center sign. Mr. Paint Up is on the right hand of the background and is also pointing to the center sign. The background was made of beaver board about fifteen feet long and was painted in poster effect with blue sky and white clouds so as to make an effective background for the buildings.

The choice by the designer as symbols of his idea of the "Up Twins," Miss Clean-up and Master Paint-up, was especially effective. These modernized versions of the ancient English Punch and Judy appear in much of the advertising matter used to-day. A Red Cross house, on the left, was painted in an appropriate and quietly effective monotone.

A man on a ladder was painting the front of this house and another man was staining the roof.

On the right of the window was a garage stained and painted as is customary. Right in front of the garage was a small toy automobile and the man was making this new and attractive with the use of paint.

In the center of the window was a show window. This window had oak floor and mahogany background. A man was painting it an attractive green on the outside.

An office building was also used to the left of the show window. This building was about eight or nine stories high and a man was working on a swing, painting the sash. On the right of the show window was the factory building already alluded to, showing that paint is just as good for factory as it is for home, as a matter of preservation and economy.

On the floor of the window where the various painters were shown painting stove pipe, flower box, window screen, porch swing and porch floor, a good many of the articles were only half painted, showing a contrast betwen the old worn paint and newly painted liquid. There were about twelve of these cut-outs all doing a different job of painting.

The entire floor of the window was covered with imitation grass.

The merchant will not have to go very far to see house after house in need of paint. And if paint is needed on the outside for protection, how much more of it is needed for that even more appealing necessity—decoration! There's an inside to each of these houses, with vastly larger paintable and varnishable expanses than outside. Such paint displays as these will help secure this trade.

There's paint department opportunities written all through them, in every room. There in one block you see enough buildings to keep your salesmanship busy for a week. That big church on the corner is crying desperately for paint and varnish, inside and out, from basement to steeple top. It awaits your salesmanship for its relief!

Just see them! Three out of five of these houses absolutely should not be permitted to go another sixty days without complete repainting. Every storm attacks their very vitals. The other two could stand repainting and the work wouldn't be an extravagance either. Their surfaces perhaps are still well protected, but they are so stained and faded that they look as disreputable as an old hat. Their appearance reflects upon their owners and makes them one with their even more shiftless neighbors, when perhaps one paint coat would make them the examples of the axiom that "one newly painted house soon paints the whole block."

One look tells you that all of this is so, and your more careful scrutiny only serves to emphasize it. As a matter of fair play—to yourself and to your fellow citizens—isn't it your plain duty and your profit opportunity as well, to get to the owners of these homes, personally and through your advertising, and awaken them to the situation? To sell them paint, varnish and allied material, and a lot of it; and to help them secure good painters, your own good customers and friends, to ensure a dependable job.

Perhaps you may be surprised to find that a goodly number of these property owners know their paint needs, just as they know the advantages of insurance or a savings account; but being only human they have procrastinated from day to day and are easily made paint customers when you go after them.

Yes, there's ample opportunity for business in this block; the corner house there needs three coats of good paint all around, and the garage and fences need attention, too. This one house requires house paint, roof paint, porch paint, varnish

(Continued on page 50.)

Sold Out!

With the shortage of Paris Green we call attention to "Sprayide" which we consider in many respects superior to Paris Green. It is a combination of Arsenate of Lime and Bordeaux. It not only kills the bug but protects the plant against blight and assures a much healthier growth, a larger potato and a larger yield than can be secured by spraying with Paris Green.

This combination is being used and recommended by some of the largest growers in Canada.

Sell Sprayide!

Order direct or through your jobber.

Prices to Dealers.

1 lb. Cartons 33c	25 lb. Cartons 29c
5 lb. Cartons 31c	50 lb. Cartons 28c
100 lb. Cartons 26c	

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Selling Brushes As Sanitary Accessories

Sanitary Appeal Is Strong In the Sale of Practically Every Line of Brushes—Keeping the Brush Stock in Sanitary Condition Does Much to Convince Customers

IN THE sale of brushes the Bond hardware Company of Guelph, Ont., make good use of the sanitary appeal. Few housewives will not respond to the suggestion that better sanitary conditions will follow the employment of certain brushes in the household. For instance the use of a closet bowl brush will result in a much more sanitary condition in this receptable. Banister and radiator brushes are specially designed to get into the usually inaccessible corners where dust accumulates. So it is with all the range of brushes.

In order to convey the sanitary idea, the brush stock in this store is given the best of attention. All brushes are kept in glass cases, sorted according to sizes and qualities, each in its own compartment. The paper covers are taken off one or two samples but left on the others to protect them against dust and moths. It is incompatible to try to sell brushes on the basis of their importance as sanitary accessories while at the same time keeping the brush stock in an unsanitary manner.

Much is being said these days about sanitary conditions in the home. Plumbers have found that they can secure more respect and appreciation of their industry by being classed as "sanitary engineers" and emphasizing to people the fact that sanitary plumbing will prevent much disease and unhealthy conditions in the home. This propaganda can be "cashed in" on by the hardware merchant by carrying out the sanitary idea in all brush selling and keeping the stock in such a manner as to reflect the fact that he himself appreciates that they are the tools of sanitation.

UNIQUE DISPLAY PULLED PAINT BUSINESS

(Continued from page 48)

and screen paint. Incidentally, this also means the sale of brushes, putty, sandpaper, linseed oil, turpentine, and what not else to the home owner or your friend, the master painter.

The house next door is in much the same condition. It requires a good bill of material, too, but these folks aren't driving a new car like the family in the corner house. They are still getting along with their 1920 model. It's at the curb now; dingy looking, but its lines are good and it is in good mechanical condition, though the youngsters "want a new car." Have you ever suggested to the owner that auto finish would "make it do and new" for a few dollars? In fact, do you even know him personally? Let's jar you even more: Is it just possible that if you were to walk up to him pretending to be a stranger in town, asked him to direct you to your store, he would have to think twice to remember you and that you had a store?

And would he know that you sold paint and varnish? Would his "ignorance" about you and your store and your paint department be his fault or yours? Multiplied by all the others of his kind in your vicinity, will the fact that he does not really know you, mean hard work, long hours and small profits to him, or to you?

You could go on up the street, every street, in this fashion, taking house after house, but the story would be just about the same.

The other blocks are much like this one; modest cottages, the newer and more popular bungalows; here and there flats and apartment houses, public buildings and some pretentious homes.

Group of District Sales Managers and Department Heads of the Lowe Brothers Co. in convention at the offices of Lowe Bros., Ltd., Toronto. The details of this convention were outlined in last week's issue of Hardware and Metal. Reading from left to right: Back Row—Geo. L. Paine, Boston; J. Mahoney, Lake Division; R. K. Mason, Kansas City; D. P. Haber, Asst. Treasurer, Dayton; R. E. Scott, Director Varnish Sales, Dayton; A. M. Jamison, Alleghaney District; H. S. Wauters, Jersey City; A. F. Burdoin, Minneapolis; A. M. Bollman, Dayton. Centre Row—A. G. Pinard, Advertising Manager, Toronto; F. J. Penberthy, Vice-President and General Manager, Lowe Bros., Limited, Toronto; D. A. Kohr, Vice-President and General Manager, Dayton; H. M. McCutchen, General Sales Manager, Dayton; J. M. Graham, Advertising Manager, Dayton; R. S. Gabell, Director Industrial Sales Dayton; E. K. Springer, Chicago. Bottom Row—L. W. C. Tuthill, Tuthill Advertising Agency, New York; T. B. Boatright, Atlanta, Georgia; George Davidson, Mountain Division.

BOECKH'S BRUSH NEWS

As the Doctor —So the Merchant

If the doctor gave his patient just what the *patient* thought he should have—what would be the result? A disgruntled, disappointed patient, who immediately goes to another doctor.

When the merchant sells just the brush his *customer* thinks he should have without troubling to find out its intended use, and advising the proper kind, the result is the same. And some other merchant gains a customer.

To gain the most from your Boeckh's Brush Department, you must act as an adviser to your customer. You must study his requirements. Sell him the brushes he really *needs*.

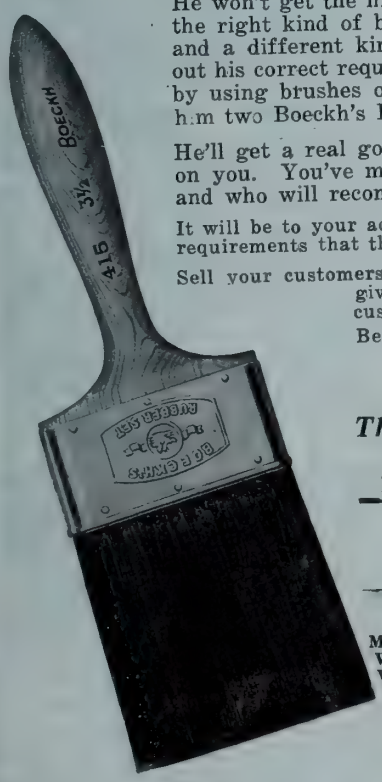
For instance, Mr. H. wants to paint his verandah. If you let him buy just the one medium width of brush of inferior quality he *thinks* he needs, he won't be satisfied. He won't get the nice-looking job he expected. He'll blame you for not selling him the right kind of brush. Explain that he needs one brush for the large surfaces, and a different kind for the cornices, mouldings and other narrow places. Point out his correct requirements. Explain the difference in the quality of work obtained by using brushes of the right type and good quality. The chances are you'll sell him two Boeckh's Brushes instead of *one* of an inferior grade.

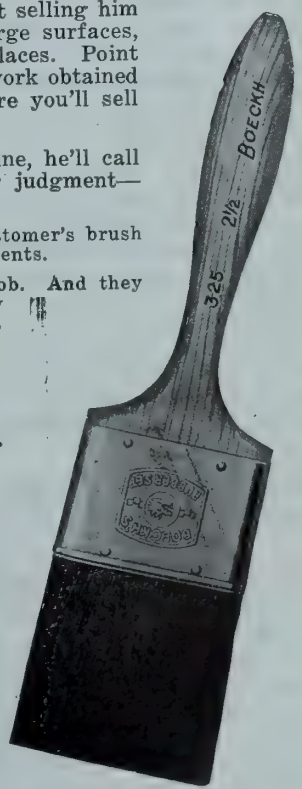
He'll get a real good job, and next time he needs anything in your line, he'll call on you. You've made a steady customer, one who will rely on your judgment—and who will recommend you to others.

It will be to your advantage to give the same careful attention to your customer's brush requirements that the doctor gives to the selection of medicine for his patients.

Sell your customers Boeckh's Brushes. There is one for every kind of job. And they give satisfaction to the consumer. This means steady customers for you—and increased opportunities for profit.

Be sure to keep your Boeckh stock complete.





The **BOECKH COMPANY** *Ltd.*

Makers of everything in good brushes since 1856

TORONTO, CANADA

Distributors:

Montreal:—H. E. Smith Sales Co., 130 Craig St., West.
Winnipeg:—Mr. J. B. Buckham, 664 Broadway.
Vancouver and Victoria:—T. S. Griffiths, 1080 Hamilton St., Vancouver, B. C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, June 22.—Price advances of an extensive nature on both turpentine and linseed oil attract attention in the paint markets this week. Turpentine records a ten cent increase, bringing quotations to a new high level for the season. The strength of this market became apparent in the south during the week, the local situation with regards stocks available being improved during the week by further shipments from primary centres. The sudden change at producing points came as more or less of a surprise to many local distributors, who state than an easier tendency is usual at this season. However, unfavorable weather for the new crop and an active demand both on domestic and foreign markets continue to hold the market in a strong position. The recent easier tendency in the linseed oil market proved to be of only temporary duration and following the slight reduction in prices of the past two weeks, the market is again very firm with quotations advanced eleven cents on the local market. This reaction did not come as a surprise to some well-informed, although the extent of the price change was hardly expected. It has been pointed out by certain crushers during the season that the market would retain a firm attitude owing to a world-wide shortage of seed. Reports now show that only a limited amount of flax seed is available for the remainder of the season on the Canadian market, which factor should, according to local crushers, be sufficient to maintain a firm tone in linseed oil during the remainder of the season. A strong tendency has developed in the market for Paris green and insecticides with a shortage of supply reported both among manufacturers and distributors.

WEATHER CONDITIONS AND PRESENT SHORTAGE BOOST TURPENTINE PRICES

Montreal.

Contrary to expectations of different importers, the turpentine market has recorded a further sharp advance of ten cents per gallon, bringing a new high record quotation of $1.48 per gallon in one barrel lots. It is stated that an improvement in shipments from the south has been evident, and recent arrivals have replenished local stocks to an appreciable extent, but the market in southern centres has displayed a marked degree of strength. Toward the latter end of last week a gain of eight cents per wine measure gallon was made and this increase is now followed by a proportionate advance in domestic quotations. Distributors point out that the present development is entirely due to the disappointing progress the new crop is making. Unfavorable weather is still the drawback, and although an easier tendency is usually expected at this season, the market is now held in a firm position owing to light receipts. A heavy consumer demand is in evidence on domestic and southern markets, with inquiries from foreign quarters particularly brisk. Advance prices are as follows:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 48
2 to 4 barrel lots, per gal.	1 47
Broken lots	1 58

HOUSE PAINT PRICES TO BE HIGHER IN U.S.

At the time of going to press, Hardware and Metal is informed that American paint manufacturers have arranged to increase quotations on house paints, porch and deck paints, to the extent of ten cents per gallon. These higher levels will become effective in the United States on June 26. It is not yet known whether this upward movement will be reflected in similar domestic paint prices, but no consideration of higher paint quotations for the fall trade has been made, according to a Toronto manufacturer, it being further stated that the American prices were generally thought to be too low in comparison with present production costs and the revision on the other side was not considered surprising from this viewpoint.

SHARP ADVANCE IN LINSEED OIL PRICES

Montreal.

The strength in the undertone of linseed oil, due to limited seed supply, features the market this week when a strong reaction is noted and prices show a sharp advance of eleven cents per gallon. This sudden reverse in the trend of the market did not come as a surprise to some well-informed, although the marked nature of the change was hardly expected. Towards the middle of last week oil prices receded to the dollar mark but from then on the gain has been anything but gradual, an advance of eight cents being recorded in one day. The gain in the seed market is general, July seed having advanced approximately 20 points during the past week while spot seed is from 10 to 15 points over July quotations.

"Reports have shown all season that a shortage of seed was probable if demand was well maintained during the usual active season. Figures now show that only a quarter million bushels of seed are available on the Canadian market for the balance of the season, which condition should be quite sufficient to hold the market in a strong position until the new crop, notwithstanding the usual falling off in demand during the following months," said one local crusher to Hardware and Metal. It was also pointed out that the softer tone evident in the past two weeks, while undoubtedly due to prospects for next season's crop and the temporary slump in demand, was soon overcome when it was realized that the present, and not the future, question of seed supply is to be taken into consideration. Following are revised qutations:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	1 13	1 15
5 to 8 barrel lots, per gal.	1 11	1 13

Less barrels, add 10 cents per gallon.

PARIS GREEN MARKET FIRM STOCKS ARE LIMITED

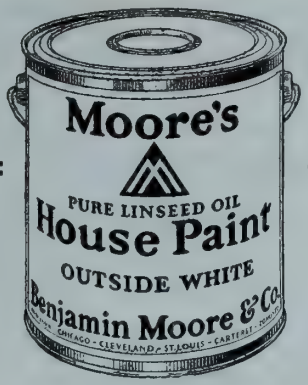
Montreal.

The present season has been a particularly active one for Paris green and other insecticides and stocks of the former are now reported as almost depleted. Supplies in the hands of manufacturers are almost totally gone, and distributors state their stocks are at a very low level. With a heavy call altogether probable in the coming weeks, the market for these products is very firm and the question of new supplies is receiving much attention at the present time.

Toronto

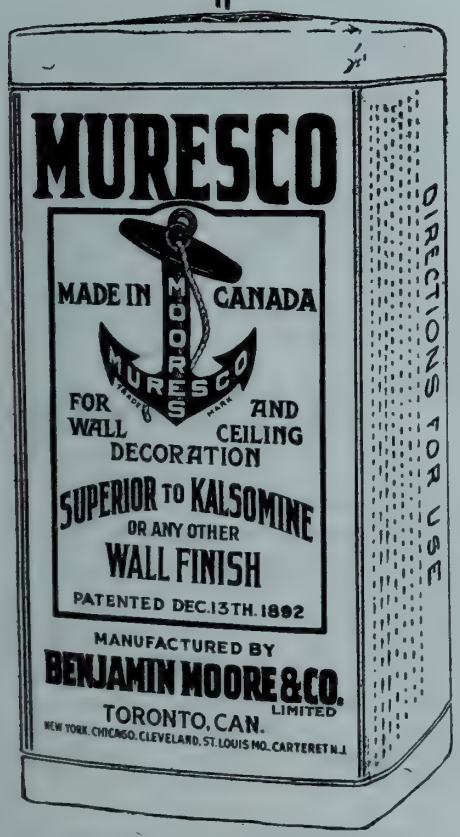
TORONTO, June 22.—Of outstanding importance in the paint markets this week is the sharp advance in turpentine prices, a total increase of fifteen cents per gallon having been recorded, which brings local quotations to the highest level since the Fall of 1920. Paris green, linseed oil and dry arsenate of lead, also furnish developments worthy of close attention, each of these three products registering higher price levels. Linseed oil recovers some of the ground lost during recent weeks, a five cent advance making up for the decrease to the same amount noted in

(Continued on page 54)



"Moore's"

meet the summer needs of your customers



For satisfactory results in your selling efforts be sure you offer a popular line like the Moore Line.

It sells rapidly and you are always sure of a reasonable turnover.

Ask us for a list of our products—we carry several kinds of paints and brushes—one for every requirement.

Tomorrow may be the time you will be asked for a reliable brush or a good quality of paint—if so don't forget the Moore Line.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

HALIFAX TORONTO WINNIPEG

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered

TORONTO MARKETS

(Continued from page 52)

last week's report. This movement is primarily due to the recovery in flax seed markets, the price trend in this direction naturally re-acting upon oil. The call for seed has again improved, and attention is being called in certain quarters to the possibilty of seed shortage. As pointed out in a recent market report in these pages, Paris green has been experiencing a very brisk call, stocks are extremely low and fresh supplies difficult to secure. This position has become accentuated during the past few days, and many distributors state that stocks are absolutely exhausted. Those who have some supply available have advanced prices another two cents. Dry arsenate of lead has been in greater demand during the past few days, and some distributors have increased prices on this product three cents per lb. While the higher levels were not generally adopted at the time of going to press, it was stated that this advance was expected to become uniform in the near future. The sudden rise in turpentine quotations has been a surprise to local distributors, and also a more or less unexpected development in producing circles.

Arrivals of fresh turpentine in greater volume have been keenly awaited, in order to relieve the present local situation, and it was generally expected before this time, that prices would be considerably easier owing to the season's crop increasing the available supplies in the south. Such, however, is not yet the case, reports from producing centres indicating that the consuming demand continues in excess of the volume of receipts. Therefore, in spite of the fact that the season has advanced far enough to admit of the crop moving with freedom, the demand has been so broad the stocks are held down to very small proportions.

NEW HIGH SEASON'S PRICE ON TURPENTINE

Toronto.

Turpentine prices have been the surprise of the trade for several weeks past, but the high levels reached this week supply the premier feature in a market which has been replete with new developments throughout the present season. During the week, prices at southern producing centers registered increases totalling more than ten cents per wine-measure gallon, wtih local distributors tabulating a similar rise. The continuance of this strength, coupled with the depletion of local stocks and the small arrivals from the south, resulted in another five cent advance locally, thus making a total rise of fifteen cents per Imperial gallon from the levels announced in last week's issue of Hardware and Metal. With these higher quotations in effect, prices are generaly higher now than at any time since the Fall of 1920. This applies to the Savannah primary markets as well as local centres. The present position of turpentine and the prevailing high prices, come as a surprise to both distributors and brokers, as well as southern producers. The scarcity of the product, which has been outlined in recent reports, is still very much in evidence; and coupled with this element is the strong European demand, also an increased ratio of domestic consumption. Thus a strong uniform call is experienced for current supplies, a condition which undoubtedly serves to maintain high prices at producing centres. The scarcity is accentuated by the universally reduced stocks, to which has been added the effect of inclement weather in producing territories, thus handicapping to some extent the new crop.

TURPENTINE—	Imp. gal.
1 barrel lots	1 60
2 to 4 barrel lots	1 59
5 gallon lots	1 75

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

TURPENTINE PRICE REACHES NEW MARK OF $1.65 GALLON

Just as Hardware and Metal goes to press another advance is recorded locally in turpentine prices. This further change brings the average quotation to $1.65 per gallon in single barrel lots, a level five cents higher than that given in the weekly market report, and twenty cents higher than the price quoted last week.

THREE CENT ADVANCE IN DRY ARSENATE OF LEAD

Toronto

Owing to the shortage of Paris green, an increased demand for dry arsenate of lead has been experienced, with the result that some distributors have taken advantage of this situation and increased their quotations three cents per lb. all through the list. These higher prices were expected to become generally adopted within the next few days, but at the time of going to press, arsenate of lead could still be secured in certain quarters at the previous opening season's prices. The following list, however, includes the advance of three cents per lb.:

DRY ARSENATE OF LEAD—	Per lb.
In ½ lb. packages	0 40
In 1-lb. packages	0 38
In 5-lb. tins	0 35
In 10-lb. tins	0 34
In 25-lb. drums	0 30
In 50-lb. drums	0 28
In 100-lb. kegs	0 26

STOCKS OF PARIS GREEN ARE PRACTICALLY DEPLETED

Toronto.

Stocks of Paris green are practically exhausted locally, and prices have been advanced another two cents all through the list. This development, however, merely reflects the current situation, some distributors reporting that supplies are absolutely depleted, and therefore prices do not interest them at this time as they have nothing for sale. On the other hand, holders of Paris green are in the position where practically any price could be asked, until fresh supplies are available.

It was pointed out in these columns last week, that Paris green was experiencing a very brisk demand, with stocks at a very low ebb and new supplies difficult to obtain. This condition has become accentuated during the past few days, with the result that the following quotations govern the current market:

PARIS GREEN—	100-lb. lots
½-lb. paper cartons, per lb.	0 42
1-lb. paper cartons, per lb.	0 40
½-lb. tins, per lb.	0 44
1-lb. tins, per lb.	0 42
25-lb. tins, per lb.	0 38
50 and 100-lb. drums, per lb.	0 36
250-lb. kegs, per lb.	0 34½
600-lb. barrels, per lb.	0 34

LINSEED OIL PRICE REGAINS LOST GROUND

Toronto.

The recent easier tone in linseed oil proved to be only of a temporary nature, and with the reaction in flax seed markets, prices have again firmed up, an advance of five cents per gallon being recorded this week. Such development places linseed quotations at the local level of two weeks ago, but the general tone of the market has registered much improvement, owing to the limitations in seed supply now being a factor daily becoming more prominent.

A pending shortage of flax seed was the dominent feature in these markets a short while ago, but with the recession in the current call for linseed oil, and the recent easier prices on seed, this element came near to being overlooked. Whether the present gain will be maintained is stated as dependent upon the prevailing demand, but with seed markets recovering some of the lost ground, oil will naturally reflect this sentiment.

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 0	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

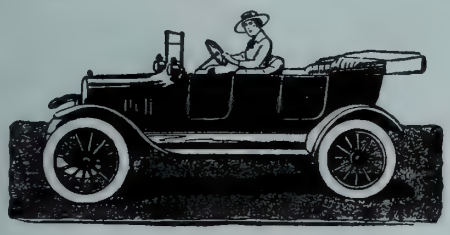
MAY FORM OSHAWA PAINT AND VARNISH WORKS, LTD.

Walter Stacey of Oshawa, Ont., has recently been reported on business trips in an endeavour to have located in Oshawa a large wholesale jobbing house of paints, varnishes, oils, etc. This concern is to have exclusive selling rights of all the province of Ontario, in handling the entire output of four large factories. It is understood that options have been taken on at least two buildings by Mr. Stacey, both with railway sidings, suitable to start business. If located here the firm will carry on as The Oshawa Paint and Varnish Works, Ltd.

Retail merchants in Peterborough, Ont., have proposed to have at least one store in each line of business remain open on the scheduled half-holiday. It has been found in other years that the closing of all the business places on the same day, has been a distinct hardship on many people from a distance.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366

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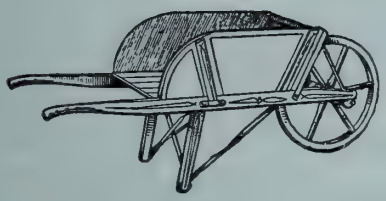

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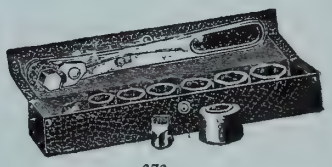

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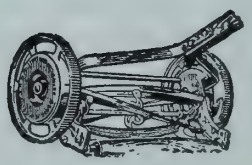


THE above are a few of HARDWARE AND METAL'S electro assortment comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	11 50
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. ..	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 R m. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists,

American empty shells, plus 15% on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metalic, list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . ..	1 50	Group 5....	2 00
Group 6 . ..	2 50	Group 7....	3 50

Axes bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
50 or less than 125 each...... 0 43
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each...........$0 50
12 or less than 50, each...... 0 45
Box of 50, each.............. 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb.. $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting. 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.

Mephisto, Auger and Car Bits, 10 per cent.

Mephisto, electricians and expansive, net list.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless.	
real	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy. $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, 57c per lb.; No. 7, 56c per lb.: Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75 Toronto, $8.00; London, $7.75

Barrett Roofings, Cements Industrial Paints etc.

The Wise Dealer Looks Ahead

HE wants to make profits, of course, but he must make friends of his customers—he must win and hold their confidence by selling them reliable goods at fair prices.

That's why wise dealers like to sell Barrett products. Our sixty years' successful manufacturing experience insures the absolute reliability of every article bearing the Barrett label.

The Popular Fly Oil

Lice Destroyer, Cow Spray

Creonoid is wonderfully effective in eliminating flies, lice and other vermin, and a fast seller in every farm community.

When the worry caused by flies and other insects is removed by Creonoid, horses do more work, hogs fatten more quickly, cows give more milk, and hens lay more eggs. That means bigger farm profits.

The farm where Creonoid is used is healthier, too. For Creonoid kills the malarial mosquito and other germ carrying insects. It also kills the dangerous, blood-sucking flies.

We Help You Sell It

Our advertising plans include many farm paper and newspaper advertisements featuring this remarkable Barrett product. We are making customers for Creonoid right in your territory. If you order now you will be prepared to make the profit on this demand.

Comes ready for use in 1- and 5-gallon cans, ½ barrels (about 20 gals.), barrels (about 40 gals.), and steel drums (43 gals.).

Spraying hen house with Creonoid

WINNIPEG VANCOUVER HALIFAX, N. S. **The Barrett Company LIMITED** MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz........... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%
3-32 . . ...$2.70 ⅜........$ 8.50
⅛ . . ..3.00 7-16...... 10.50
5-32 . . ... 3.50 ½........ 13.00
3-16 . . .... 4.00 9-16...... 15.50
7-32 . ..... 4.50 ⅝........ 18.00
¼ . . .. 5.00 11-16...... 21.00
9-32 . ..... 6.00 ¾........ 24.00
5-16 . . ... 7.00 ⅞........ 30.00
Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid		10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 1 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 75
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 6 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½ %.
Universal 13 80
Discount 20 and 5%.
F.O.B. Toronto.

HINGES—Blind Doz. sets
Clark's No. 1 ... . 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. .... 3 1[illegible]
Medium, per doz. .... 4 2[illegible]
Heavy per doz. .... 6 4[illegible]

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz......	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz......	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... ... 21c per lb.
48 x 96 ... ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts polished, per set ......$ 1 70
Potts, nickel plated, per set 1 75
Potts handles, japd., grs. ... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt .. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $ 9 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases .. .. 1 35 doz.
3 doz. cases ... ... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 5 ... . 6 15
F.O.B. Montreal, Toronto, London.

LEAD— For pig lead, lead andzinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac. electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle 16 00
Do., with handle, small .. 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 ... . 2 00
Cast Head Mop 2 00
No. 10 ... . 2 30
Crank wringing 7 35
Smarts' 4 00
No. 11 Janitor 4 75
F.O.B. Montreal, Toronto, Hamilton, London.

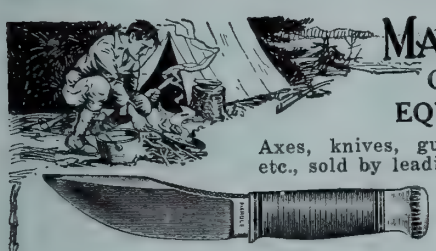
MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... . Net
Thousand Island .... Net
Red Wing ... . Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.
1⅛inch .... 1 40 3¼inch ..0 15
2⅜inch 030
List adopted Sept. 10 1920.
Advance over base on common wire nails in kegs.
2 inch .... 0 60 5 inch ..base
1¾inch .... 0 75 4½inch ..0 05
1 inch ....$1 50 3 inch ..0 20
2½inch .... 0 30 6 inch . base
1¼inch .... 1 15 3½inch ..0 10

NAILS—
1½inch .... 0 80 4 inch ..0 05
2¼inch .... 0 55 5½inch ..base

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



MARBLE'S OUTING EQUIPMENT

Axes, knives, gun sights, cleaners, etc., sold by leading jobbers—if your jobber can't supply you, order direct. Dealer discounts from list prices.

Woodcraft Knife—All-round knife for every outdoor use. 4½ in. blade finest steel. List price No. 49, leather handle $3.15. No. 50, Stag Handle $4.25—prices include fine leather sheath.
Waterproof Matchbox—Keeps matches bone dry, even under water. Seamless brass, size 10 ga. shell. List price 85c.

Prices quoted are Canadian list.
MARBLE ARMS & Mfg. Co.,
5350 Delta Ave., Gladstone, Mich.
Canadian Representatives: Fraser Co., Montreal, R. H. Conley, Winnipeg.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Buy Brushes Right

Money can be made at the ***buying*** end as well as at the ***selling*** end.

We make good paint and varnish brushes, sterilize and dress the bristles properly, guarantee the bristles not to loosen in use—and sell them to dealers at prices that insure a ***liberal profit.***

All styles—all sizes—all guaranteed to be absolutely satisfactory.

We ***hold*** our customers because we take good care of them.

Manufactured by

Canada Brush Co.,
Limited
St. John, N.B.

Montreal Branch: 17 St. Gabriel St.
Representatives: St. Michel, Ltd.

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood, $3.70 base.
F.O.B. Montreal, $3.70 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.O.B. Montreal, $4.40 base.
Carload freight allowed, Toronto, Hamilton and London.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 25
6	2¼"	5 00
7	2 5-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal. Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90
1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.
Invincible— Per rod.
1848 ... 0 67
2060 ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.
Blue Ribon—
24 inch, per roll ... 5 50
36 inch, per roll ... 7 15
48 inch, per roll ... 9 85
72 inch, per roll ... 11 25
Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 30
F.o.b. Montreal and Toronto

OILS Toronto
Royalite, gal. .. ..$ 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 34
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Paraffine 0.20.0
List, less 15 per cent.
Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 70
Gargoyle Mobiloil, BB 1 70
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net.........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute .. ..$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do. No. 2, Anch ..	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor ...	1 20	1 20
No. 2 ...	0 85	0 85
Elephant Brand, tarred No. 2 ...	0 85	0 85
Surprise Fibre ...	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Jolliette Sheathing ...	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white ..		5 50
Do., gray ...		4 50
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe brand dry straw		3 15
Spruce Sheathing, 36" and 72" wide ...		6 00
Asbestos Sheathing		6 75
Carpet felt ...		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—
In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. ... 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.
Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz. ..	$7 25	$7 80
6 to 7 lbs., doz. ..	8 00	8 50
Rock—		
7 to 8 lbs., doz. ..	8 75	9 25

F.o.b. Montreal and Toronto.

PINS. CLOTHES Per case
5 gross, 4 in. (loose), ...$1 55
4 gross (cartons). 4-in. .. 1 60
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE
Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in	47 84	63 48	.....	.....
4 in	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 76
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 80
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65
F. o.b. Montreal and Toronto

PLANTERS, CORN
King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto
Do., 60 sheets 5 50 4 85
Ordinary, 52 sheets .. 5 40 4 75

PLATES, COKE TIN
20x28x100 lb. basis, box..$13 00
20x28IC, 112s, box 13 50
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN
IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net
4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00
Liquid Veneer— Doz. Net
4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz. each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS. Clothes Line—
No. 58. japanned ....$ 4 35
No. 158. galvanized 4 45
No. 59. japanned 4 45
No. 159 galvanized 4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2 ...	2 85	3 10
No. 3 ...	3 15	3 40
No. 4 ...	3 75	4 10

Each
No. 70 ... ... 6 00
No. 80 ... ... 8 00
MXL pumps. Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING
No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75
F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%: iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING Toronto.
Samson, 1 ply, roll ....$ 2 05
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 90

	Montreal	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq.. 36" wide.. 2 85
Do., 18 wide 3 30
F.O.B. Montreal.
Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. cans .. 0 85 0 85
1 gal. cans, gal., doz. 10 50 10 50
Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums 0 04
125 lb. drums 0 05
Above prices net. per doz.
5 lb. cans 6 60
10 lb. cans 12 00
1 lb. cans 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE
Pure Manila basis 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis 0 20
Double lathe yarn 0 18½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lathe yarn 0 18½
Yacht marline, tarred 0 57
Halyards 0 50
Beaver Halyards, wht. pol. ¾ in. basis 0 35
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 0 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.
Cotton, ⅛ in. 0 46
Do., 5-32 in. 0 45
Do., 3-16 in. 0 42
Do., ¼ in. and up 0 41
F.O.B. Horonto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60: 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted Aug. 1, 1908.
Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, O. H. brass 77½/5%
[illegible]
Wood, O. H., brass 75/5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70/5%
Wood, R. H., bronze 70/5%
Square cap ....55 %
Hexagon cap ... .55 %
Coach or lag screws ....55 %

SCREWS No. 14 IRON BENCH
1 in. $11 25
1½ in. 13 50
1¼ in. 15 60

Business Suggestions and Methods

Let your goods be known to practically every hardware buyer in the Dominion. Create a desire throughout the Canadian hardware trade.

Most of the biggest, most progressive hardware manufacturers advertise regularly in Hardware and Metal.

Long since they realized the value of Hardware and Metal as an advertising medium.

Rates reasonable: Circulation audited by A. B. C.

Hardware and Metal

"Canada's National Hardware Weekly"

143 University Ave. - Toronto, Canada

MONTREAL BRANCH
Southam Building

WINNIPEG BRANCH
Union Trust Building

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDELS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Princess, nick., cyco b.b.... 57 00
Standard, jap. fittings 46 00
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603 -50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude. bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1..... 4 70
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply............ 0 51
Do., 4-ply, lb.............. 0 53
Cones, 3-ply, lb. 0 48
Do., 4-ply, lb. 0 50

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, plus 40%.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, 17½%.
Steel sinks, painted, 17½%.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%
Paper Lined Boards, 40 per cent
Wood lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Coper tea and coffee pots, net list.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent
Galv. Coal Hods, list, plus 33 1-3%
Stove pipe thimbles, 60 per cent
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs. ..	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lignter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, 70c.

Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

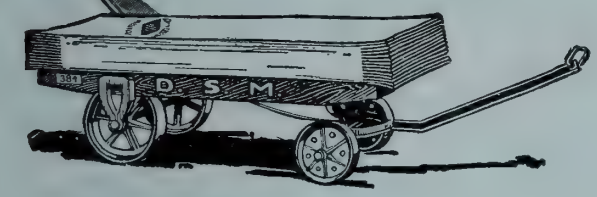
TINKER TOM'S TALKS.

No. 364

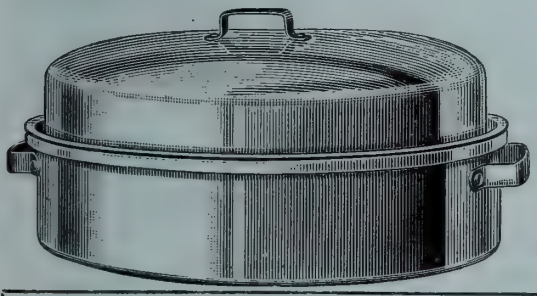
A YEAR OF WEEKS

In our whole page ad. next week we'll celebrate the fact that these talks have appeared regularly in Hardware and Metal for 365 consecutive weeks. Only about half of them ever asked you to buy "Premier" Galvanized Steel Sheets—that seemed to be a plenty! During the balance of the time we covered a vast range of facts and fancy mainly intended to make us feel better acquainted all around. Next week's talk will contain an offer of interest to you. Don't overlook it whatever else you may neglect on account of golf or fishing.

TINKER TOM



MADE IN PREMIER CANADA



The Story is Short The Sale is Sweet

VIKO Roasters do not need hours of explaining to familiarize customers with them. Simply do this:

Display the VIKO Roasters in prominent fashion—on the counter and in your store windows. Its bright, attractive finish invites inspection. The customers look it over and the sale is more than half made. VIKO products practically sell themselves. Better write us.

Ontario Representatives:
A. P. HOPKINS,
371 Lyon St.,
Ottawa, Ont.

HURTUBISE LIMITED
222 Notre Dame St. W.,
MONTREAL.

Maritime Representatives:
H. E. FRYE,
Box 61,
Moncton, N.B.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

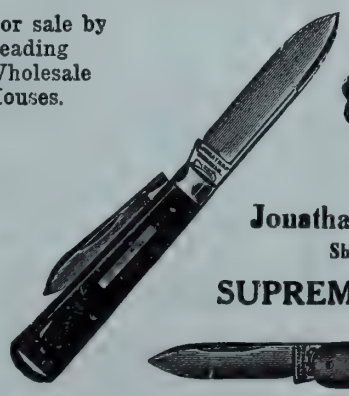
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100-lb. kegs	0 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
Can. red oxide bbls.	0 04
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 36

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Allbagloss	6 30
C.D. Master Painters'	6 75
Jamieson & Co. Glitrox	6 00
Mooramel	7 00
Lowe Bros., Linduro	7 00
Sunshine, white	6 00
Kyanize (Boston Varnish)	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest Sanderson's	7 00
Luxeberry,	6 75
Agate, Ramsay's	4 45
Ripolin, Glidden	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 80
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 15%.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
C. & A. pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.

Barrels, per gal.	$ 60
Half-Barrels, per gal.	0 65
5s and 10s. per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C. P., Co., pure colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette colors	3 35
B.-H. floor	3 65
B.-H. porch floor	3 60
C. & A. Colors	3 45
C. & A. White	3 80
C. & A. Floor	3 30
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond, floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3 75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I. V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S. Colors	3 60
Do., H. S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colrs.	3 60
O.P.W. Canada Brand, floor.	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tone, colrs	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 90
A. & E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½-lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. tins, per lb.	0 36
50 and 100-lb. drums, per lb.	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	6 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin	1 30	1 50
Ramsay's	1 40	1 60
R. C. J. & Co.	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B. H. Floors	4 08	
B. H. Maritime Spar	5 13	
B. H. Hard oil	2 76	
B. H. Gold Medal	3 42	
Elastilite	3 85	
Granitine Floor Finish	3 85	
Hydrox Spar	3 95	
C. P. C. Sun Varnish	3 90	
Glidden Wearette	3 90	
Glidden Floorete	3 90	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 00	
I.V. Elastica, No. 1	4 89	
Do., No. 2	4 48	
Do., Floor	4 00	
O.P.W. Jasperite Interior and exterior	3 40	
O.P.W. Indestructo, floor	3 40	
O. P. W. Jasperite Pale Hard Oil	2 50	
P. & L., No. 61	5 04	
Jamieson's Copaline	4 00	
M-S Marble-Ite Floor	4 22	
M-S Wood-Var.	4 06	
M-S Durable Spar	5 13	
M-S Finest Interior	4 87	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Moorvar Interior	3 25	
Moore's Spar	5 00	
Elastic Interior	3 14	
Mar-not	3 93	
Quick Action House	2 65	
Rexspar	5 04	
Scar-Not	4 66	
Lowe Bros., durable floor	4 50	
Solpar House Spar	4 50	
Solpar Floor	4 50	
Solpar Interior	3 50	
Kyanize Spar, Bost'n V'rnish	5 15	
Kyanize Cabinet Rubbing	4 85	
Kyanize Interior and Floor	4 85	
Luxeberry Light	4 75	
Luxeberry granite	4 90	
Luxeberry spar	5 62	
Ramsay's Universal	3 75	
Ramsay's Agate Floor	3 80	
Ramsay's 400 Hard Oil	3 25	
Ramsay's No. 720	3 00	
"C.D. Big 4" Exterior	5 00	
Do., Interior	4 50	
"C.D. Big 4" Floor	4 40	
C. D. General purpose	4 18	
C. D. Furniture	2 25	
Dougall Univarnish, clear	4 40	
Dougall Transparent, spar	4 90	
Dougall Transparent, floor	4 40	
Do., Nogloss, interior	4 40	
Do., Interior	4 40	
Adelite, No. 103, Floor	3 90	
Adelite, No. 105, Flat	3 90	
Adelite, No. 100, Spar	5 70	

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine per 100 lbs.	
300 lb. bbls.	$ 7 00
100 lb. kegs	8 00
Cases of 25 pkgs.	10 00

	$3 00
	9 00
	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 12½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per owt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush.			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
30 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim			159 50
351 Self Ldg.			121 50
44/65			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per	dozen.
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin .. .. 15% on list.

Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No. 1, $7.50; No. 3, $8.50; No. 3, $9.50; No. 4. $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—

¼ to 2 -in., 25% and 10% off.

⅛, 2½, 3½, 4", 5 and 20% off.

Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$ 1 75

Mrs. Potts' No. 50 set 1 80

Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

	per gal.
Raw	$1 20
Boiled	1 23

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
Star		7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4		.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS
Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color.	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75 7 50

PLATES, CANADA
18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—
Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt. $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6. $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 60

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT
Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL
Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
$1.50 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 48
Cotton, 3-ply balls	0 52
Cotton, 4-ply cones	0 50
Cotton, 4-ply balls	0 54

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch grey graniteware.
Colonial, Imperial, Pearl, 30 and 2½% off.
Premier, Canada, Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms. list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50 per cent.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—
Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring. plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.
Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN
Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.
Brass snare wire, per lb., 90c.

WIRE—ANNEALED
No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT
Agricultural—
6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.
Perfect Handle
6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE
Trimo—45 per cent. off list.
Stillson—30% off list.

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No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz
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New Era	76 50
Universal	49 50

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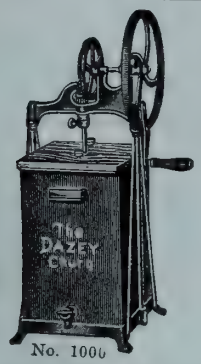

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Clean, Sanitary, Time-Saving

The Dazey Churn is the only one that produces butter in its natural condition. In place of breaking the tissues in which the butterfat or oil is contained and bringing this into a mass, the Dazey dasher drives the cream across the slanting wings and rolls up the globules in their natural condition into grains about the size of rice. During this building-up process, the casein and other butter-making properties in cream, usually lost with other churns, stick to and roll up with the butter globules, which is the reason the Dazey makes more butter.

With the Dazey it is possible to churn in 2 to 5 minutes.

Sanitary—Because there is nothing to absorb the cream and become rancid as with wooden churns.

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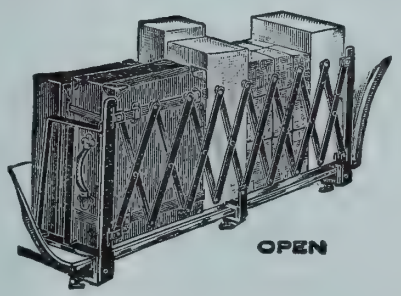

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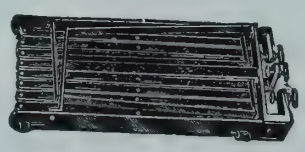
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Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co. Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass. ... ...

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Brrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London. Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Motor Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Canadian Metal Products Ltd., Guelph, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto, Ont.
Hurtubolse, Limited, Montreal, ue.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph. Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa. ....

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal ad Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayaggamack Pulp and Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Otterville, Ont.
raeuter & Co.; Inc., Newark, N. J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.

Martin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co. Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Grant Chater, Ltd., Toronto, Ont.
Rugg-Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Canada Metal Co., Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. B. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.

The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
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British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co. Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

FOR SALE—TINSMITHING AND PLUMBING smith tools and stock, $1200. Will rent shop for $15.00 a month. Box 962, Hardware & Metal.

FOR SALE HARDWARE BUSINESS IN GOOD live village in midst of best farming community in Waterloo County on G. T. R. Reason for selling, ill health. Stock about $6000.00. Box 564, Hardware and Metal.

FOR SALE, TINSMITH AND PLUMBING BUSiness in good size village, good territory surrounding, good stock and machinery about $3,000. Box 647, Hardware and Metal.

FOR SALE: OVERSTOCKED ON STEEL varnish or oil drums—fifty gallons capacity. Good condition. Will sell at attractive figure. Box 77, Hardware and Metal.

WANTED

WANTED—TRAVELLER FOR ONTARIO, ONE for Quebec and Eastern Provinces, and one for the Western Provinces who call on hardware and mill supply trade. Strictly high grade side line proposition. Reply Box 93, Hamilton, Ont.

WOULD LIKE TO PURCHASE INTEREST IN well established hardware business. Am thirty years old with good business personality and best of references. Box 579, Hardware and Metal.

WANTED CIRCULAR SHEARS, HANDPOWer double seaming machine, less setting down attachment, large burr, large turner, double steaming stake. All in good condition. Box 655, Hardware and Metal.

SALESMEN—TO CARRY POCKET MODEL weather-stripping. Heavy building construction ensures increased sales by retailers this fall. Easy line to introduce and where competition encountered, price right. Liberal commission. Box 904, Hardware and Metal.

SITUATIONS WANTED

ACCOUNTANT WOULD LIKE TO PURCHASE interest in old-established Hardware Business. Best of references as to character and ability. Box 888 Hardware and Metal.

HARDWARE CLERK, EXPERIENCE AS Clerk and manager desires position in retail or wholesale trade. Open for engagement July 1st. Please state salary. Best of references. Box 720.

HARDWARE SALESMAN, MARRIED, DEsires position with progressive firm as head clerk or manager. Have had fifteen years experience, for past eight years as manager of large retail store. Open now for engagement. State salary. Can furnish best of references. Box 811, Hardware & Metal.

HARDWARE MAN WANTS POSITION AS manager or traveller. Twenty years experience, is first class tinsmith with knowledge of plumbing and heating. Last five years managing hardware and furniture department of western General store. Have first class knowledge of groceries and some knowledge of drygoods, boots and shoes. Only first class permanent position considered. Central and western provinces. Box 476, Hardware and Metal.

HARDWARE CLERK WITH SIX YEARS' EXperience in general hardware, wants position. Best of references. Box 543, Hardware and Metal.

HELP WANTED

SEVERAL TERRITORIES AVAILABLE FOR salesmen who are now calling on Furniture or Hardware trade to sell Standard Sewing Machines as sideline. Only high-grade, reliable applicants considered. Standard Sewing Machine Co., Box 124, Hamilton, Ont.

COMMERCIAL TRAVELER CALLING ON Ontario hardware stores and hardware departments, can secure good side line of hardware wire goods. State lines you are now selling. Macdonald Wire Goods Co., Drummondville, Que.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look through these you may find what you want

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Machauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario :
WHITES LIMITED, Collingwood

ELECTRO-CASTINGS LIMITED

Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario :
WHITES LIMITED, Collingwood

The Common Sense Ash Sifter

Better Than Ever

Your Friend

Sales Fast Increasing

Big Value

ORDER NOW

Ask Your Wholesale House

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

THE MECHANIC'S CHOICE—
THEREFORE THE DEALER'S CHOICE

CARBORUNDUM NIAGARA GRINDERS

THE mechanic's choice because the Carborundum Niagara Grinders are mechanically right.

They have the balance, the power, the speed. Every part is accurately made, carefully fitted.

And each machine is equipped with a genuine Carborundum Wheel—the peer of all wheels for general grinding.

The Niagara Grinder is the dealer's choice because there isn't any other made that is so easy to sell. It always makes a hit and its no trick at all to put one in the tool kit of every mechanic who comes to your store.

Carpenters, Garage Men, General Handy Men and Householders—they all can use a Niagara Grinder.

Stock them in all sizes—Display them in your windows.

Glad to give you complete information regarding the complete line including the cheaper machines known as "The Black Knight Grinders."

ASK ABOUT THE GRINDER DISPLAY STANDS—THEY SELL GRINDERS

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y. U.S.A.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids

DAYTON

HARDWARE SCALE

It Weighs--It Counts--It Computes

This is the one modern automatic scale built specially for the Hardware trade by their request. It is designed to get the Hardware Merchant every cent that is coming to him on everything he sells by weight. It is designed for quick service. It is made so simple in operation that any clerk can use it.

It is designed to please the customer too because it guarantees the square deal wherever it is used.

Successful Merchants use the Dayton

A recent endorsement of the value of the Dayton Hardware Scale is the purchase made by Messrs. Sutherland & Thompson, with branches throughout the Maritime Provinces. Their searching investigations showed them that for quick, accurate weighing and price computations the Dayton Hardware Scale is the scale they want.

The Dayton weighs automatically. A visible indicator tells you when you are nearing the desired weight and when you get there you know the correct selling price as well. No dipping back and forth while the customer looks on and fidgets. No mental calculations of the price. The scale weighs and calculates at the same time.

The Dayton Counting Scoop computes for you the number of articles in a given bulk. No need to count bolts, nuts, screws, etc., by hand. Invaluable at stock-taking time. Wire or rope, too, can be weighed and valued in pounds. A special platform rack is provided for bulky products. Here is the way to stop the little leaks in overweight or errors in price calculations that will mean a big addition to your net profits.

The Dayton pays for itself. We sell it on attractive monthly payments without interest. Discount for cash. Write to-day for descriptive circular.

INTERNATIONAL BUSINESS MACHINES CO. LIMITED

Frank E. Mutton, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Ave., Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld. Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Save the surface and you save all" Paint & Varnish

Hardware and Metal

Vol. XXXIV. No. 18 | THE MACLEAN PUBLISHING COMPANY, LIMITED | May 6, 1922
PUBLICATION OFFICE: TORONTO, CANADA

The outward mark of Inward Quality

BADEN

THIS is the name of an ideal. In 1864 the founder of this organization conceived this ideal. Conceived the idea of making a linseed oil so perfect that it would become a synonym for excellence in oil. He set out, before the days of the Confederation to make this perfect oil that would be the standard of comparison for oils.

Now, today, the idea has been perfected. Buyers say, "Baden," knowing that they are perfectly understood as wanting this incomparable brand of Linseed Oil.

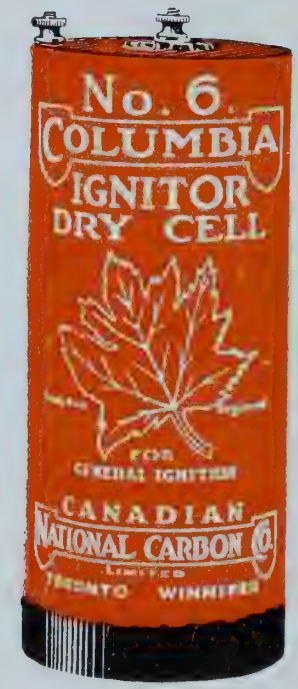
When you want the best—say Baden.

The Dominion Linseed Oil Company
LIMITED

Baden Toronto Montreal Winnipeg

Columbias—the fast-selling Dry Batteries

Known the world over as the best dry battery made, it is an easy job to sell Columbias. Millions of Columbia Dry Batteries have been used wherever ignition for operating gas engines, tractors, small automobiles, motor boats, burglar alarms, doorbells, thermostats, telephones, buzzers, has been required. Columbias are used with portable lighting outfits in cottages, tents, outbuildings, and closets.



There is a Columbia Dry Battery of the single cell ignitor type, or of the "Hot Shot" or "Multiple" which are made up of a group of cells for every ignition use.

Order from your Jobber. There is a big advertising campaign behind Columbia Dry Cells. They sell fast and give you a good profit.

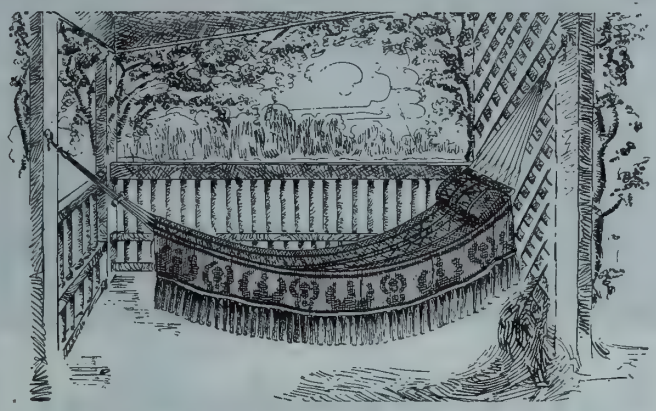
CANADIAN NATIONAL CARBON CO. LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Columbia Dry Batteries

—they last longer

CT 6



Samson Hammocks

To meet the coming demand for Hammocks you will find the "Samson" line will command immediate interest.

They are well made in a variety of styles and color combinations and carry the same guarantee as all other goods bearing the "Samson" trade mark.

H. S. Howland & Sons Co.

LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

New, Sales Producing SMP Window Trims Now Ready

Mr. SMP

Copyright in Canada 1922
by the SMP Co. of Canada Ltd.

The window trim featured above is a sure enough sales producer! Passers-by, in need of kitchen ware, simply cannot resist it. As a peppy salesman, Mr. SMP can't be beaten—he just pulls customers into the store.

Diamond or Pearl Ware Trims

This window trim is procurable in either Diamond Ware or Pearl Ware. Two other trims are ready, one in Diamond Ware and one in Pearl—just as peppy and just as big business-getters as this one. They are reproduced in brilliant colors and are from the brushes of some of Canada's best artists.

For Every SMP Dealer

We want every SMP dealer to make use of these wonderful trims. Don't be backward about writing for them, or asking our traveler to have them forwarded to you. We had them prepared especially for your use. All travelers have photographs of these trims—two Pearl Ware and two Diamond Ware in all. Ask to see them or write direct to us.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

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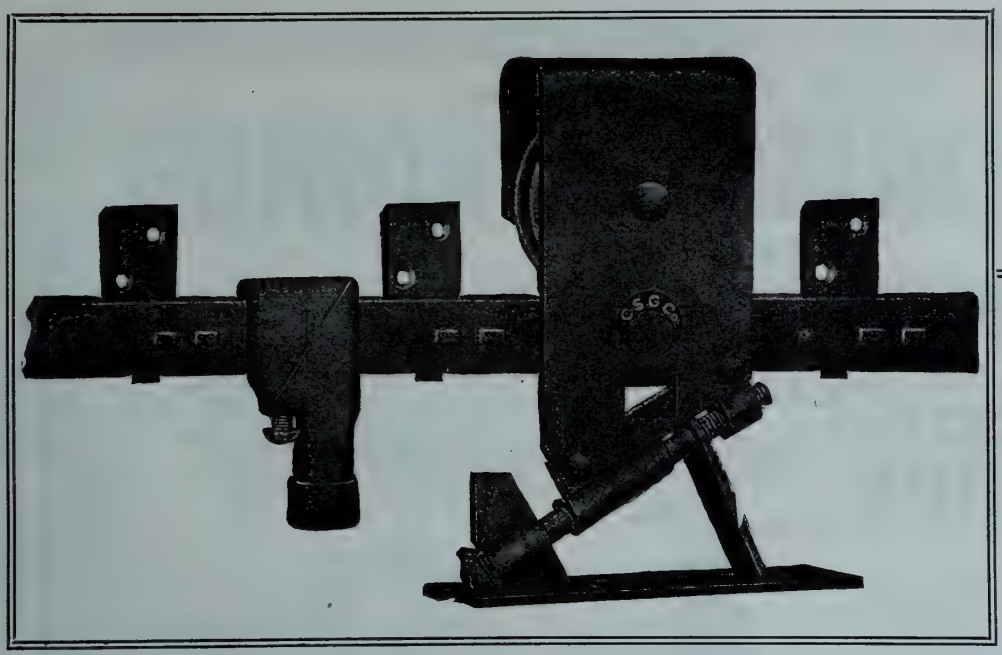


The "SUPERIOR" Parlor Door Hanger

The "Superior" works on the simplest adjustment principle known. The adjustment screw is absolutely reliable—it never fails to operate.

This effective hanger is fitted with fibre wheels operating on case-hardened roller bearings. The bumpers are specially manufactured, they are bound with rubber of extra heavy thickness.

They are packed complete with screw, stops, and guides; 14 feet of track with double sets; 8 feet of track with single sets.

If you are not already enjoying the excellent sales of this hanger—investigate now!

Canada Steel Goods Co.

Limited

Hamilton - Canada

If interested tear out this page and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

JAMES SMART PLANT, BROCKVILLE, CANADA

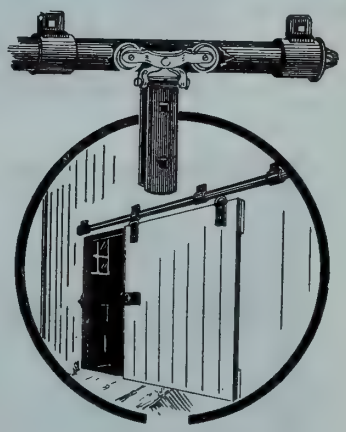
If interested tear out this page and place with letters to be answered

Screen Doors and Barn Doors Hang 'Em!

WHERE there is the smell of good things cooking there are flies and where the grain is, there are birds. Screen doors are indispensable on the home and 19-line farm doors are essential on the barn. Screen doors and bird-proof barn doors are going to be in demand this season, and hinges and hangers asked for. Get in line for the call you will have for Slater goods.

Demonstrate the 19-line hangers and tracks at every opportunity you get. Show them to the farmers' wives. They know what the screen door did to the flies, and will appreciate what the 19-line barn-door hangers will do to the birds.

Write us for any sales assistance you need.



N. SLATER COMPANY, LIMITED

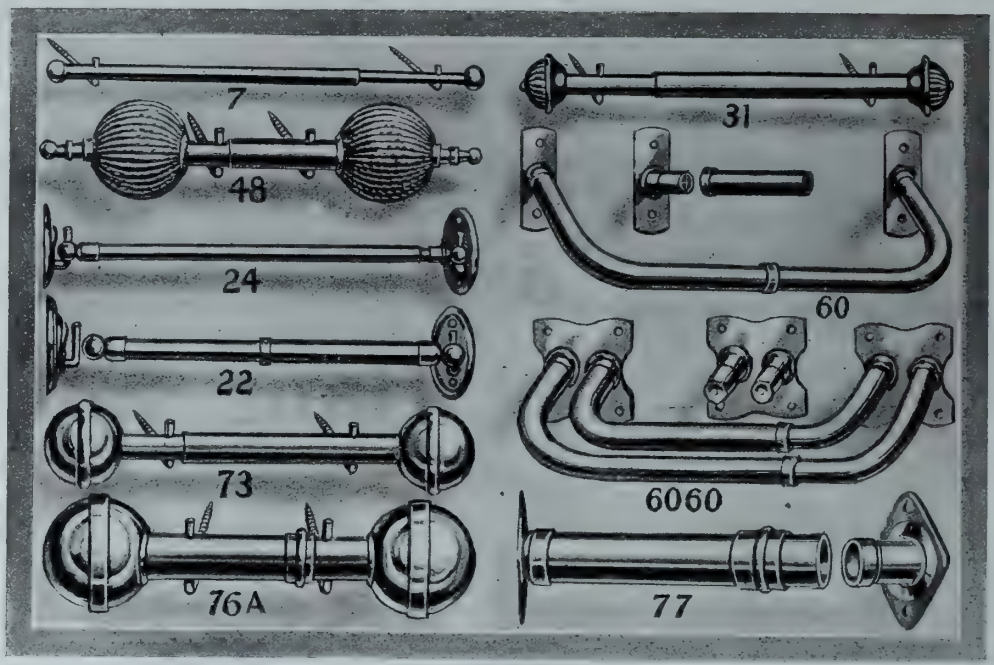
Hamilton, Canada

Representatives:

T. Mortimer, & Co., Toronto
H. E. O. Bull, Montreal, Quebec
N. J. Dineen, Winnipeg, Manitoba
A. T. Chambers, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Made in Canada

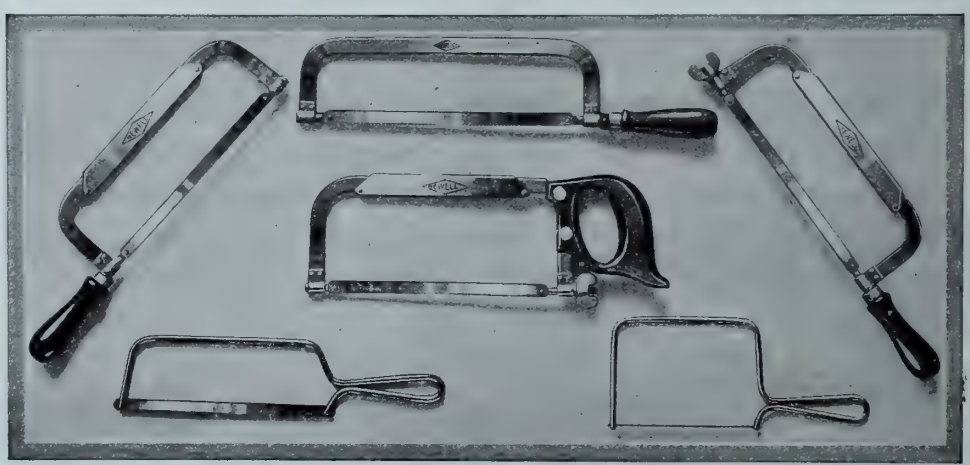


Write for Catalogue

EXTENSION CURTAIN RODS

Ontario Representative

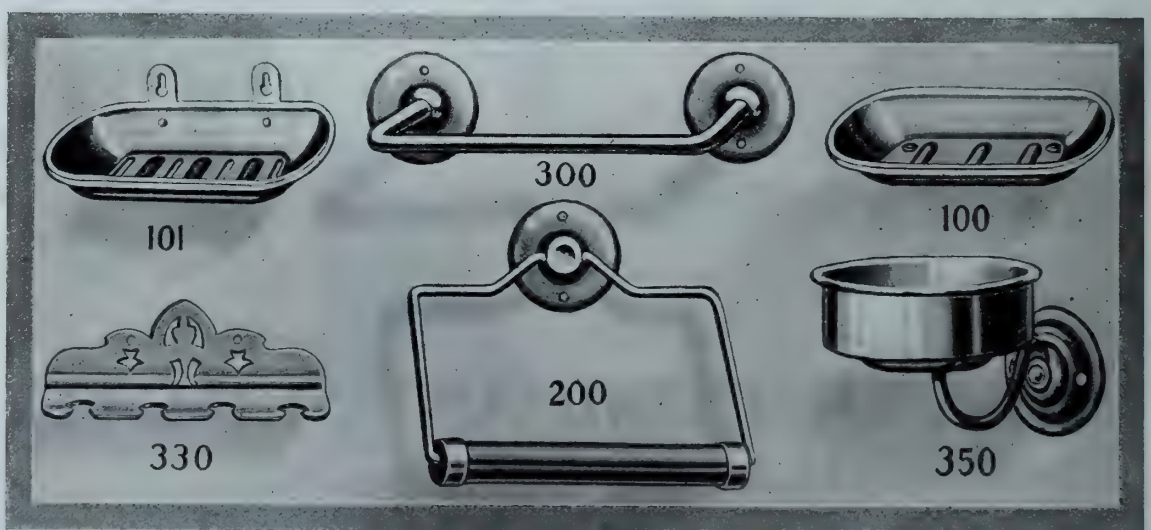
Geo. B. Jenkinson
166 Bay St.
Toronto



British Columbia Representative

Geo. Mather
Dom. Bank Bldg.
Vancouver

HACK and COPING SAW FRAMES



NICKEL PLATED COPPERED STEEL BATH ROOM FIXTURES

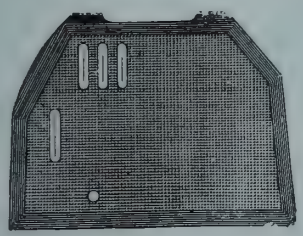
ESTABLISHED 1900

NEWELL MANUFACTURING CO., LTD.
PRESCOTT - ONTARIO

QUALITY GUARANTEED

If interested tear out this page and place with letters to be answered

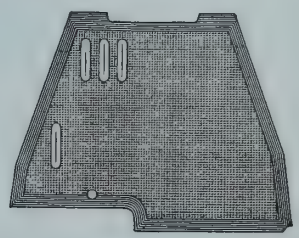
"GUTTA PERCHA"



Coupe Mat

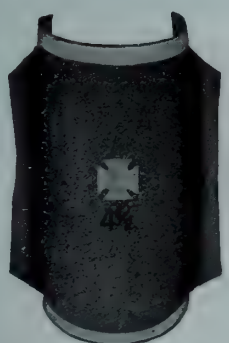
"GUTTA PERCHA"

Wind and Heatproof Mat For Ford Coupe, Sedan and Touring Car



Sedan Mat

Display these wind and heat-proof mats well in your windows or inside the store. They make an instant appeal to auto owners. Showing them conspicuously lets the "wise" motorist know you have them and arouses the interest of the man who doesn't know about them. Both things lead to still more sales for you. They cover the slots for clutch and brake and keep out wind, heat, dust and odors.



Blowout Patch

Blowout Patches.—Better design accounts for the extraordinary sales hardwaremen have had with these excellent patches. A smooth lining and feather-edged ends that prevent chafing and pinching the tube are only two of the selling points that make these "boosters" in accessory departments.

Sealtite Patches. — When punctures occur, the motorist wants to get them fixed as quickly and easily as possible. That's the easiest thing for you to sell him on. Show him that "Sealtite Patches" require no tools but the hands, and save him much time and trouble.

Sealtite Patch

Gutta Percha & Rubber, Limited

Head Office & Factory, Toronto

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered

The A B C of Good Selling

Concentrate Your Efforts!

Why not confine your sales efforts on washers and ironers to the famous *complete* A B C Line and thereby increase your discounts and profits, reduce overhead and sales expense and simplify correspondence, bookkeeping, ordering and service?

There are ten models of A B C washers, in the three popular types (dolly, cylinder, oscillating), ranging in price at retail from $72 to $200—and there are A B C Electric Ironers, too.

An A B C is thus provided to sell practically *every type of prospect.* And each A B C bears the guarantee of the big pioneer firm of Altorfer Bros. Company—a company known and everywhere respected for its reliability and integrity.

To attract prospects into your store, you can feature the low-priced A B C Alco's (dolly-type washers), or the new $135 A B C Oscillator—the greatest value in an electric oscillating washer ever offered by a standard maker.

Many people, so attracted, can be easily interested in the $155 or $170 A B C Super-Electric; if you choose.

The A B C Line therefore offers you a great selling combination—one that you can get behind with all your enthusiasm and make money on.

You will also find the A B C organization always willing and anxious to work with you and help you succeed.

Today! Get full particulars concerning the A B C proposition, whether interested in the whole line or in any of its components. Liberal discounts! Real co-operation!

ALTORFER BROS. COMPANY

Pioneer and Leading Makers of Washers and Ironers

Dept. 5 PEORIA, ILLINOIS

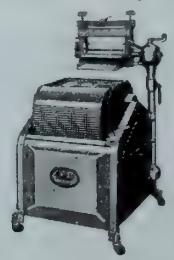
C. D. Henderson, *Canadian Representative*, Box No. 123, Brantford, Ont.

A B C Super-Electric
(Full Cabinet)

No. 65-E, galv. tub, metal wringer $170
No. 66-E, copper tub, metal wringer $200

A B C Super-Electric
(Semi-Cabinet)

No. 60-E, galv. tub, wood wringer $155
No. 61-E, copper tub, wood wringer $180
No. 60- , galv. tub, wood wringer, engine drive $127



A B C Oscillator
(Copper tub)

No. 80-E $135

A B C Alco
(Dolly or rub board)

No. 51, single tub, engine drive $72
No. 52, double tub, engine drive $100
No. 51-E, single tub, ¼ h.p. electric motor .. $110
No. 52-E, double tub, ¼ h.p. electric motor .. $138

Wholesale Distributors

MARITIME PROVINCES
Blackadar & Stevens
Roy Building Halifax, N. S.

ALBERTA
Cunningham Electric Co., Ltd.
Calgary

SASKATCHEWAN
Sun Electrical Supply, Ltd.
Regina

ONTARIO
Masco Co., Ltd.
78 Richmond St. Toronto

QUEBEC—Dawson & Co., 148 McGill St., Montreal

If interested tear out this page and place with letters to be answered

TACKS

TACKS FOR EVERYBODY

BASKET MANUFACTURERS
CARRIAGE TRIMMERS
AUTO TRIMMERS

HEADS that will not break off

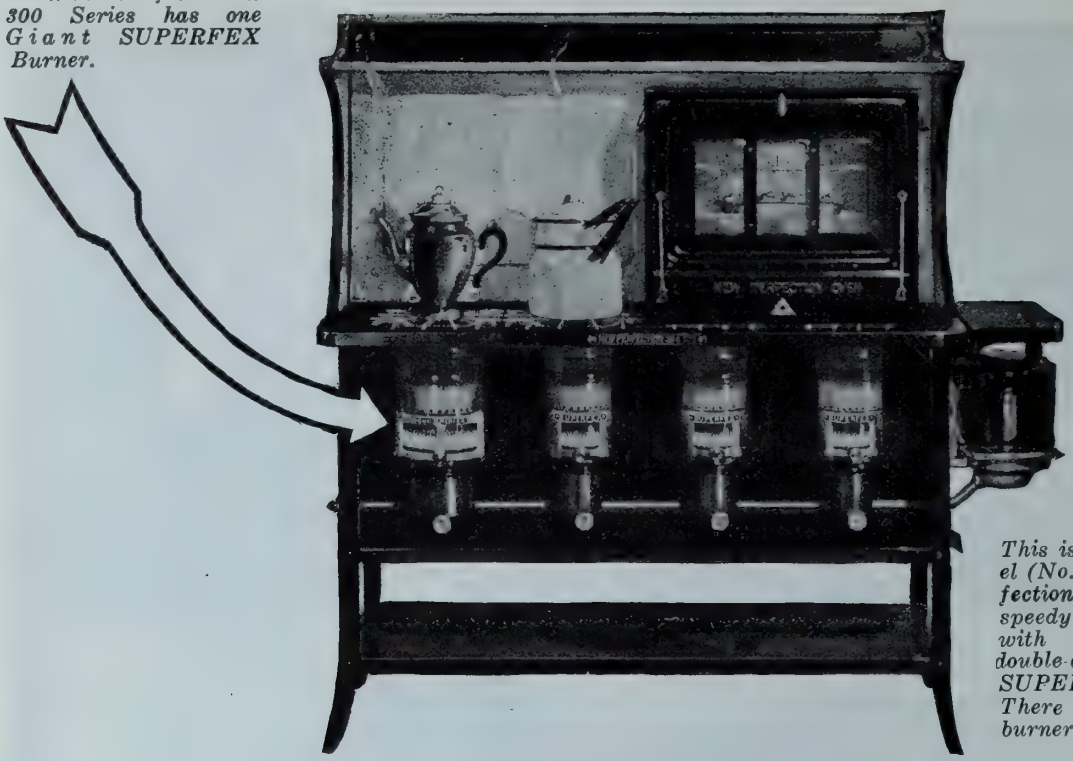
THE STEEL COMPANY OF CANADA LIMITED

SHOE MANUFACTURERS
CARPET LAYERS
UPHOLSTERERS

POINTS that meet the demand

HAMILTON MONTREAL

Each model of the new 300 Series has one Giant SUPERFEX Burner.



This is the 4-burner model (No. 304 with New Perfection Oven) of the new speedy oil stove equipped with the double-walled, double-draft, rapid-cooking SUPERFEX Burners. There are also 2 and 3-burner sizes.

And Now—

with SUPERFEX *Burners*

——a super New Perfection with super sales features which represent the greatest single development in oil-burning household products during the present generation.

The new "300 line" New Perfection with SUPERFEX Burners *equals the cooking speed of gas*, summer and winter, on the farm or in town. And the wonderful efficiency of SUPERFEX Burners, due to perfectly-balanced air drafts and the new and positively automatic wick stop, makes it even *more reliable* than gas.

The PERFECTION Line

New Perfection Cookstoves
New Perfection Cabinets
New Perfection Ovens
New Perfection Water Heaters
Perfection Oil Heaters
Sani-Can
Electrical Appliances

This new model is a notable business-building addition to the popular series "30" which already has a staunch following of over 4,000,000 satisfied users. Together with the famous "Blue Chimney" New Perfection, (still the best oil cook stove at its price), this super stove opens up vastly broader sales markets; gives you a new and greater opportunity for more sales and more profits—gives you *a complete line of New Perfection Oil Cook Stoves and Ranges fitted to every purpose and every purse.*

The Perfection line, offering as it does convenience, economy and comfort in the kitchen, is always a favorite with the thrifty housewife. Dealers everywhere have found the Perfection line a consistent money-maker. See that you have our full dealer proposition and that you carry the complete line. We will gladly send you full details by mail and have one of our salesmen make a personal call.

PERFECTION STOVE COMPANY LIMITED

Home Office and Factory
SARNIA - - ONTARIO
MONTREAL WINNIPEG

NEW PERFECTION

If interested tear out this page and place with letters to be answered.

Millers Falls Jacks

Laugh at MILLERS FALLS TOOLS the Load

1868

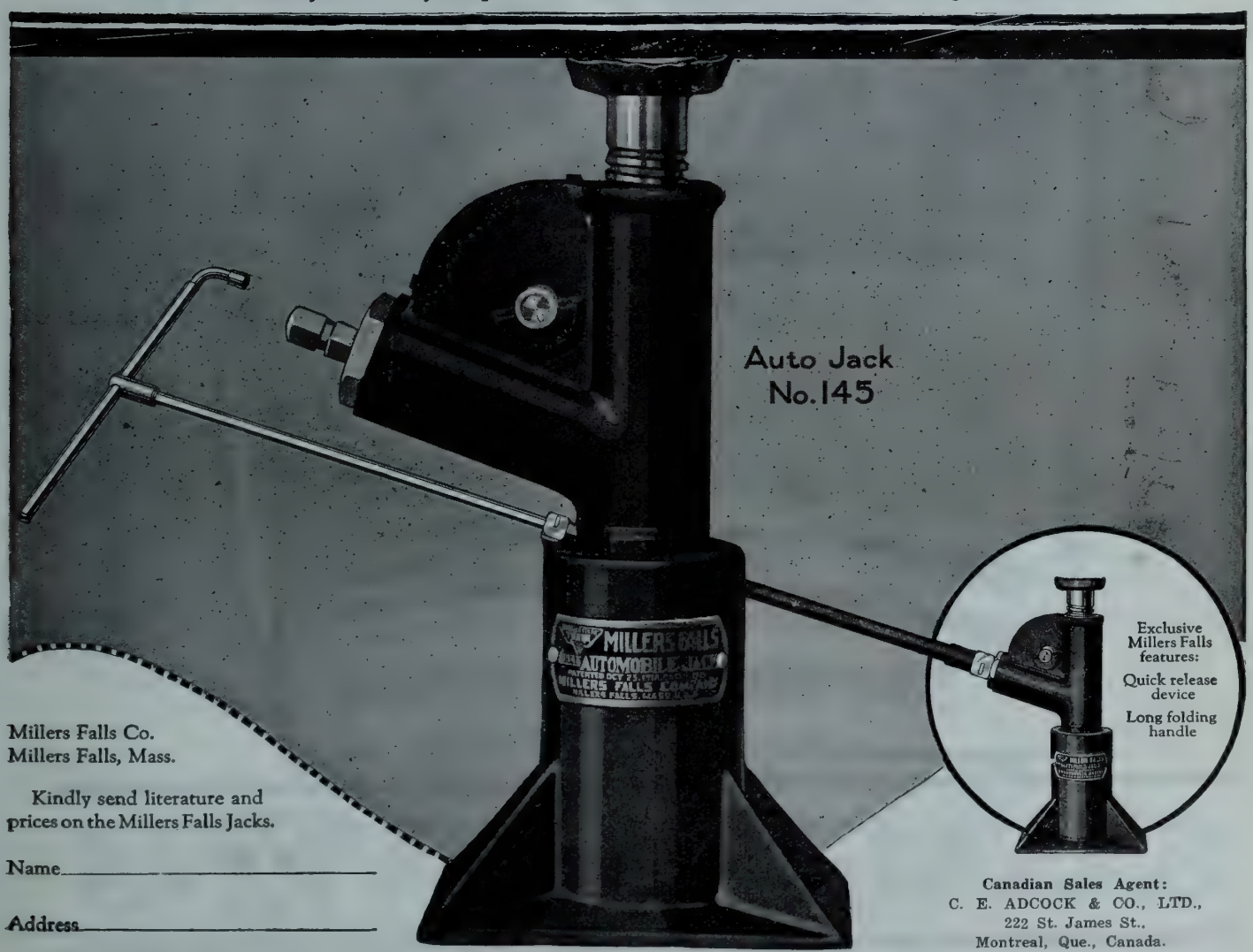
Jack up your Jack sales

MILLERS FALLS Jacks lift more than automobiles and motor trucks—they lift a heavy load of inventory worry off your mind.

The illustration shows Millers Falls Auto Jack No. 145—adjustable base, long handle and all. Roller-bearing and worm-driven. Few parts. Easy to operate. The extension handle folds up and the jack tucks snugly away in any tool-box.

If you want to do a bigger jack business, put Millers Falls Jacks in your stock and in your 1922 catalog. It's a good way to jack up your jack sales.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks



Millers Falls Co.
Millers Falls, Mass.

Kindly send literature and prices on the Millers Falls Jacks.

Name_____

Address_____

Canadian Sales Agent:
C. E. ADCOCK & CO., LTD.,
222 St. James St.,
Montreal, Que., Canada.

These ads will bring the boys around

They'll want to look 'em over—and buy
Be sure your stocks are complete—

Reduced reproductions from our boy campaign on Stevens and Savage .22 rifles.

Five separate advertising campaigns are selling the consumer on the Savage and the Stevens lines.

SAVAGE-STEVENS

If interested tear out this page and place with letters to be answered.

Look Carefully— It's a New Tool

This One Tool Measures Large and Small Pistons 2″ to 6″ in Diameter

Micrometer Caliper No. 55

is one of many Brown & Sharpe Tools in demand for motor service work. Motor Mechanics and Garage Owners know the superiority of Brown & Sharpe Tools—the high quality of their design and workmanship, and their world-known accuracy. They want these superior tools.

Show your customers.

FOR MOTOR SERVICE WORK

Rex 1″ Micrometer Caliper. This tool finds favor for general use (measuring wrist pins, etc.)

Tubular Inside Micrometers No. 270. This improved type of Inside Micrometer is constantly used for measuring cylinder bores, etc. Many prefer it to the rod type No. 260.

Caliper Rules No. 388. This rule takes inside and outside measurements (for bolts, nuts, etc.). Flexible Rules No. 306 in the 4″ and 6″ lengths furnished with leather pocket cases are also popular.

Brown & Sharpe Thickness Gauges. Used for fitting valve tappets, distributor head contact points, etc. No. 644 is especially well adapted for this work with its long blades.

Brown & Sharpe Screw Pitch Gauges. This complete line answers the many requirements of motor service work.

Brown & Sharpe Calipers and Dividers. The firm joint type finds much favor for motor service work.

These are a few tools the motor mechanic requires. A complete line is shown in our No. 28 Small Tool Catalog.

BROWN & SHARPE MFG. CO.

Providence, R. I., U. S. A.

If interested tear out this page and place with letters to be answered

Pipe Fittings

NM

For Export

With English or American Standard Thread

Quality Products

Prompt Service

Malleable and Cast Iron Pipe Fittings
Annual Capacity 6000 Tons

INTERNATIONAL MALLEABLE IRON COMPANY, LIMITED
GUELPH, ONTARIO, CANADA

If interested tear out this page and place with letters to be answered

Stove Pipe Folder

Prices

Tin Folder

on B.B., Sheet Metal Workers' Tools have been further reduced.

Of course Price is essential—to the first sale—The quality of B. B. Sheet Metal Workers' Tools is the cause of their lasting popularity, and now we have been able to further reduce prices without affecting that quality.

Write for Our New Price List.

Brown Boggs Co. Limited

HAMILTON, ONT., CANADA

Toronto Representative:
A. B. WALKER
Holbrook Bldg.

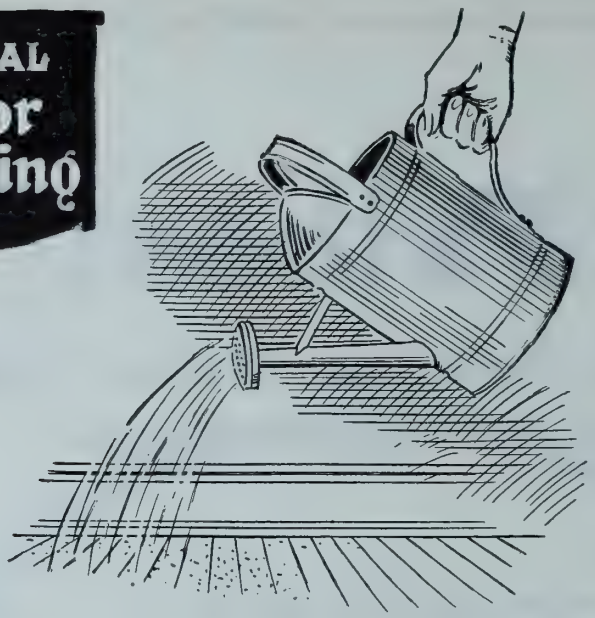
Winnipeg Representative,
BISSETT & WEBB, LTD.

Circular Shears

Forming Rolls

If interested tear out this page and place with letters to be answered

IMPERIAL Floor Dressing

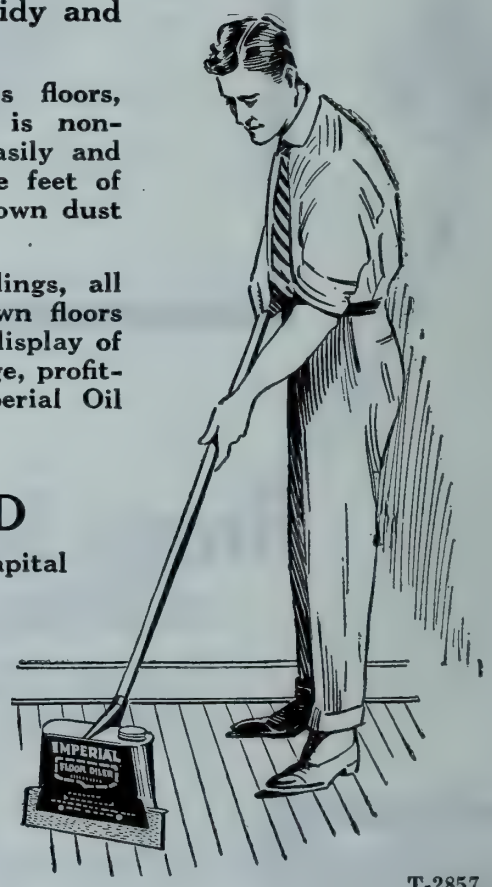


There's a Better Way-

At best the sprinkling can only lays dust *temporarily*. If you would get rid of at least 90% of it *permanently*, use Imperial Floor Dressing. It catches and holds the dust on the floor, and regular sweeping with a stiff broom removes practically all of it, leaving your store clean, tidy and dust-free.

Imperial Floor Dressing cleans and preserves floors, whether of wood, linoleum or oil-cloth. It is non-evaporating and non-gumming, and spreads easily and evenly. One gallon will treat 500 to 700 square feet of floor surface, and one application will keep down dust for weeks.

Churches, schools, hospitals and public buildings, all require Imperial Floor Dressing. With your own floors as a silent salesman backing up a prominent display of the attractive containers, you can develop a large, profitable business in your territory. Let the Imperial Oil Salesman tell you more about it.



IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

T-2857

If interested tear out this page and place with letters to be answered

Bissell sweeper sales have been at high water mark this Spring. There is a reason. It is that the carpet sweeper is needed and used every day.

Bissell's "Irresistible" Display. A cardboard "cut-out" 30 by 40 inches. Girl's head by Gene Pressler in most striking colors. A particularly high class display. Offered with dozen lot Spring orders, either direct or through jobbers.

BISSELL CARPET SWEEPER CO.

OF CANADA, LIMITED

Niagara Falls, Ont. (Factory) and Grand Rapids, Mich.

Oldest and Largest Sweeper Makers

If interested tear out this page and place with letters to be answered

Two Profit Payers at This Season

GREENING'S
Black Wire Cloth
AND
Lay-Flat Poultry Fence

Now that flies are beginning to buzz again everyone is thinking of buying new screens or repairing the old ones. Greening's Black Wire Cloth is an absolutely satisfactory screen material. It is durable, strong, and allows ample air circulation. Greening's Black Wire Cloth is an artic le you can recommend without hesitation. The Lay-flat feature of Lay-flat Poultry Fence saves time and trouble when erecting. Economical also because of its long life and because boards and top rails are unnecessary. These are points poultry raisers appreciate.

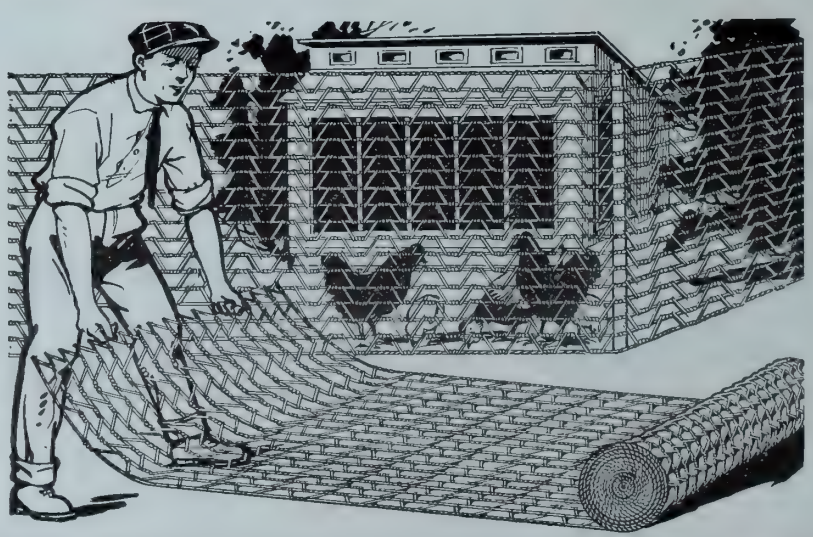
Immediate Delivery Through Your Jobber

You should have stocks of Wire Cloth and Poultry Fence ready now to take care of immediate business. Customers don't like to wait. If your Jobber can't supply you, WRITE US!

B. GREENING WIRE CO., LIMITED

HAMILTON CANADA

Lay Flat Poultry Fence



Easy to Control It Lays Flat When You Unroll It

If interested tear out this page and place with letters to be answered

Make Sure of the Name

Asbestonos

BRAKE LINING

ASBESTONOS
Brake Lining is Made in Canada from Canadian materials by Canadians —an all Canadian Product.

FREE Display Stand supplied to Dealers—Ask your jobber about it.

Is made right in the centre of the world's supply of asbestos, and only the finest asbestos fibres are used in its production. These selected asbestos fibres are woven with double strands of brass wire, to give added strength, and after weaving is thoroughly impregnated with a special compound which renders it impermeable to greases and oils. The result is that asbestonos is a perfect brake lining—a brake lining that will give long service and be dependable in an emergency. The moderate cost will be a revelation to you.

Ask your Jobber for Asbestonos.

ASBESTONOS COMPANY—East Broughton—Quebec.

Sole Factory Representatives.

RICHARDSON & BUREAU.

MONTREAL.

If interested tear out this page and place with letters to be answered

For Every Transportation Need —

Ford

Cars and Trucks

Ford Motor Company of Canada, Limited, Ford, Ontario

If interested tear out this page and place with letters to be answered

Oil Stove Ovens

Our "Sterling" Line

—well known all over the Dominion as a thoroughly reliable Davidson product—is made of heavy gauge blued steel, strong, durable, and always a ready seller on account of its superior quality.

Heavily lined with asbestos to prevent waste heat, and japanned outside with a rust-proof combination —adding to the appearance and life of the oven. Cold handles at side. Drop door with heavy glass panel—door has also knob which locks in three places. Illustration is 2-burner style (open and closed).

These Ovens are also made for 1 burner. Prices and specifications on request.

Moderate cost—maximum efficiency

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office - Montreal

Branches:

Toronto Winnipeg Calgary Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered

LION

TRADE MARK

BRAND

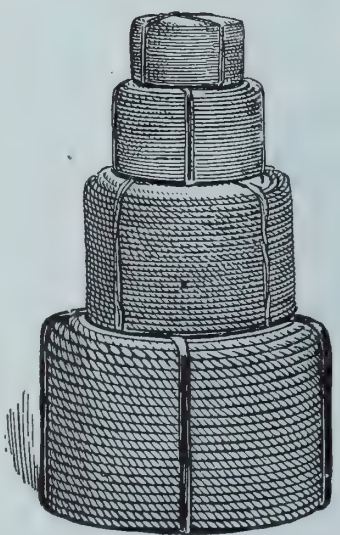
We Can Serve You Promptly On All Your Cordage Requirements

Our line consists of tow lines, hay fork, transmission rope, baling, clothes lines, wrapping and binder twines.

Lion Brand Cordage

is North America's Leader

Every strand combines uniform strength and durability. Made from pure manila fibre—of the best grade.



We employ high skilled labor and have the most modern machinery.

This combination with over ninety years' experience accounts for Lion Brand superiority.

It has stood the test and given real satisfaction to hundreds of dealers. It can do the same for you.

Specify Lion Brand to your jobber or direct.

Manufactured by

Consumers Cordage Company, Ltd.

FACTORIES: **MONTREAL and HALIFAX**

Established 1825

AGENTS AND STOCKS AT ST. JOHN, N. B., AND TORONTO.
Tees & Persse, Ltd., Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

James Bisset & Co., Quebec, MacGowan & Co., Vancouver.

If interested tear out this page and place with letters to be answered

No "Save the Surface" Department is Complete Without a Stock of

DECORATIVE WALL BURLAPS

JUST as every home needs paint and varnish, so does it need Decorative Wall Burlaps. Burlaps make homes comfortable and sanitary—make walls attractive—are easy to apply—moderate in cost—there is a size to meet every need.

Many hardware merchants are finding it profitable to handle Decorative Wall Burlaps for the following reasons:

(1) Burlap prices have declined materially. They sell more readily.
(2) Easy to handle—they do not take up large space.
(3) A big stock is not necessary—they come in three shades only.
(4) With the decrease in cost of building materials, building has increased and Burlaps, consequently, are in great demand.
(5) Burlaps allow the merchant a good margin of profit.
(6) They help round out the "Builder's Supply" stock.

Write us for selling helps, complete information as to prices, etc.

Dominion Oilcloth & Linoleum Company, Limited
Montreal

If interested tear out this page and place with letters to be answered

"DURO" ALUMINUM WARE

"DURO" BRIDAL SET

Sells on Sight
Specially Priced
Costs Dealer $8.00 Net
Sells for $12.00

Contains five of the most essential utensils:

5-qt. Tea Kettle, 2-qt. Double Boiler, 6-cup Percolator, 3-qt. Double Lipped Sauce Pan, 12-in. Round Roaster,

and two useful novelties, Cake Turner and Scoop.

Arranged in a very attractive Gift Box, packed in a corrugated carton. No extra charge for special box. This specially priced set will become instantly popular for wedding gifts, bridal showers, birthday gifts and regular trade.
Order a shipment of sets and ask for a two column newspaper electro as illustrated above for use in your local paper.

Leading Jobbers handle "Duro"

Made in Canada by DURO ALUMINUM, LIMITED, Hamilton, Ontario

A. T. CHAMBERS, Vancouver.
A. F. BURNS, Hamilton, Ont.

REPRESENTATIVES

L. T. WALLS SALES, LTD., Winnipeg, Man.
ARMSTRONG & PATTERSON, St. John, N.B.
J. PRESTON, 284 Beaver Hall Hill, Montreal, Que.

"CARTLAND"

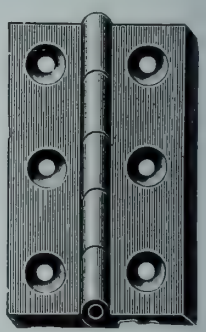
BRASSFOUNDRY SPECIALITIES

B182—Preston's Fanlight Openers

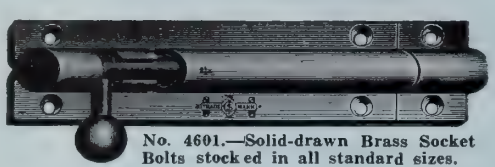
Self-handing
Suits any
Type of
Window.

OUR NEW LISTS

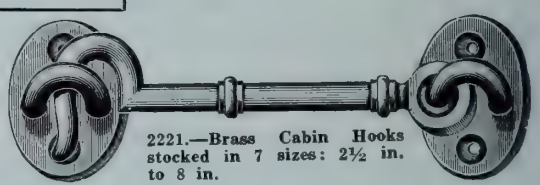
Illustrating every modern type of Fanlight Opener, Hinge and Bolt will be mailed upon application.



5150
Machine-made Brass Butt Hinges.
Stocked in all standard sizes and strengths.
Dead accurate in size and gauge.



No. 4601.—Solid-drawn Brass Socket Bolts stocked in all standard sizes.



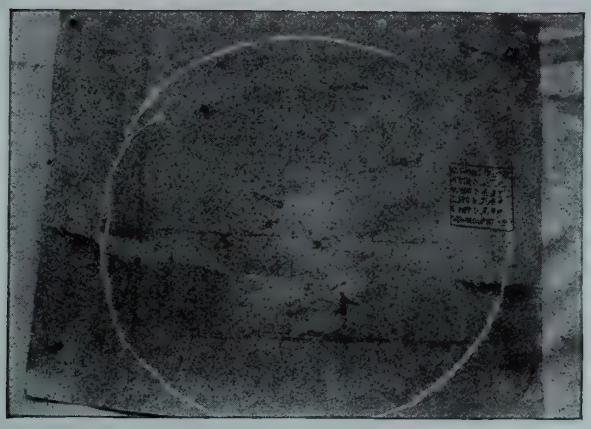
2221.—Brass Cabin Hooks stocked in 7 sizes: 2½ in. to 8 in.

JAMES CARTLAND & SON LD.

CANADIAN REPRESENTATIVES:
G. Smith, 18 Stair Building, Toronto.
R. R. Sutherland, 402 Confederation Life Building, Winnipeg.

BIRMINGHAM (England)

If interested tear out this page and place with letters to be answered



Actual photograph of the smallest target—Note that the extreme distance between shots farthest apart is only 8.8 in.

10 shots at 1000 yards—All placed within the area indicated by the dotted line in the brim of the service hat.

Western Wins

U.S. Gov't. .30-'06 Cartridge Accuracy Test

WITH Lubaloy NON-FOULING BULLET Patented BULLETS

The proved supremacy of Western Ammunition has a real dollars-and-cents value to the Western dealer. It means that sport followers throughout the country are so favorably impressed by Western accuracy and reliability that they naturally patronize the store which carries Western stocks.

The experienced dealer also knows that the famous Steel-Locked Western **Field** Shell is the logical shot-shell leader because it is made under the same conditions and with the same care and accuracy that characterizes every product bearing the Western trade mark.

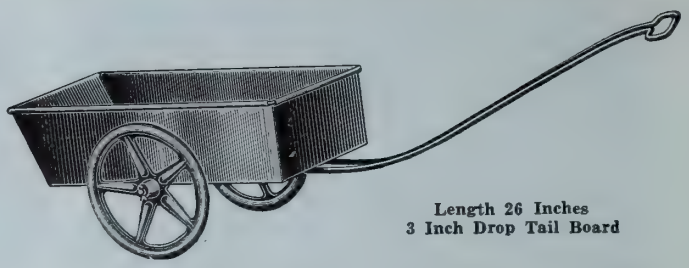
Line up with Western!
Winner in the Field — Winner in the Store

Western Cartridge Co.,

East Alton, Ill

Patents Pending in U. S. A. and Canada

2 of Our Platoys



Length 26 Inches
3 Inch Drop Tail Board

PLAPHONE—600

Trade Mark Registered

Ours is the original Toy Telephone with rotary bell attached to receiver hook.

See our improved 1922 Model.
Handsome enameled colors of Red, Green, Blue, Pink and White as well as Black or Rubberoid
Kiddies can have lots of fun playing make-believe "wireless."

PLACART—700

Heavy Steel Wheels with solid turned steel hubs. Axle of large diameter. Unbreakable steel handle. Not the cheapest, but best small cart on the market. Finished in bright, attractive colors. Blue body, Red wheels, Black handle.

—and Remember

Plaline MEANS MADE Fine

THE GONG BELL MFG. CO.
East Hampton, Conn.
Bell and Toy Makers for over Fifty Years.

We'll be pleased to send Catalog 203 Tells all about our other Bell Toys and Bells

There is no Guess Work in Stocking

Reach Paramount Tennis Balls

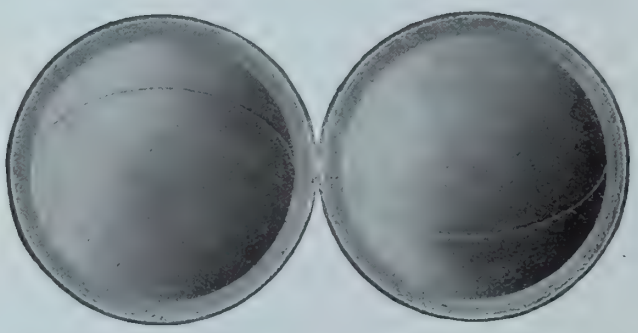


Illustration shows interior construction of the REACH Paramount Tennis Ball. Note the even thickness of the walls and the absence of the interior plug.

The ball that has no interior plug. It must bound accurately. There are no stitches in the cover to break loose. This means longer life to the ball. These balls are

Made-in-Canada
For Canadians
By Canadians

All in all the Paramount ball offers the dealer an opportunity to sell a perfected product and to the consumer an opportunity to purchase the ball he will eventually use.

A. J. Reach Co., Limited

BRANTFORD, ONTARIO

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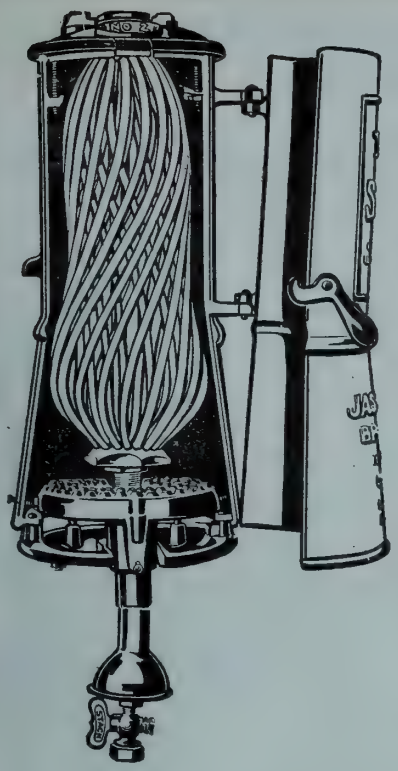

STACK FACTS

From Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited

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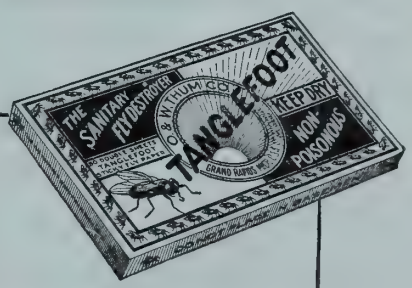

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

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THE WHITE CAP ELECTRIC WASHER

Big Sales Opportunities for Dealers

More White Cap Washers are Made in Canada than any other THREE makes combined.

White Cap is a Labour Saver and Money Saver

Three outstanding features distinguish the White Cap from all others. It is easier to operate, washes faster and lasts longer. That is why the White Cap is selling ahead of all others.

Lively dealers throughout Canada are handling the White Cap Agency. It is well worth your while. Write us to-day for full particulars.

BEATTY BROS. LIMITED

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London, Ont. | St. John, N.B. | Edmonton Alta. | London, Eng.

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made in Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

—Adjustable to size of washing;

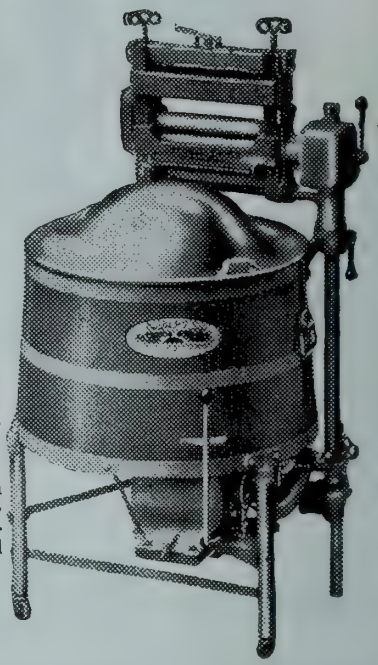
—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.

Attractive Folders (in color) for distribution to your customers, gladly supplied on request.



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St. Mary's, Ont.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

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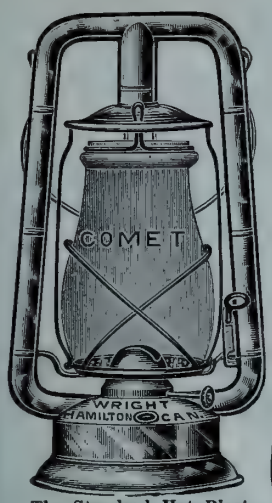


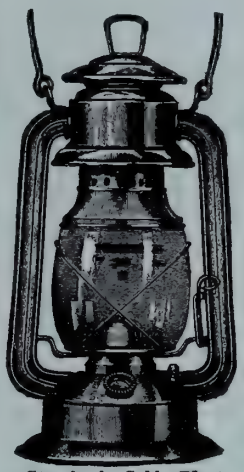
The Standard Hot Blast

Wrico

REGISTERED TRADE MARK OF

EXPORT

Cheaper, But Equal in Quality


Standard Cold Blast Long or Short Globe

Fly Swatters

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MADE BY

E. T. WRIGHT CO.

LIMITED

HAMILTON, CANADA

Bread Mixers

A complete catalog and price list will be mailed on application.

Galvanized Ware Pails —Buckets—Tubs

Fly Traps

THREE FACTORIES

QUALITY FIRST

COMPETITIVE PRICES

EXPERIENCED EXPORTERS

ASK US

Roadster or Driving Pattern

Search Light or Reflector Design

"WELLWORTH"

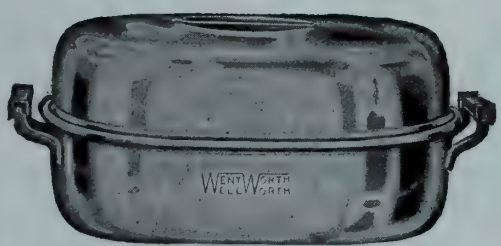
Aluminum and copper nickel-plated wares.

ALUMINUM AND COPPER N. P. TEA KETTLES, two sizes. Quotations for export made f.o.b. Canadian Atlantic seaboard, packages free. The "Wentworth" brand is well-known in foreign markets.

ALUMINUM PRESERVING KETTLES—Ten Sizes.

ALUMINUM SEAMLESS TEA KETTLES Two Sizes. Ask for our complete catalog of Aluminum, Copper and Brass Goods. Bath Room Trimmings, Bottles, Hose Nozzles and Couplings. Lawn Sprinklers, etc.

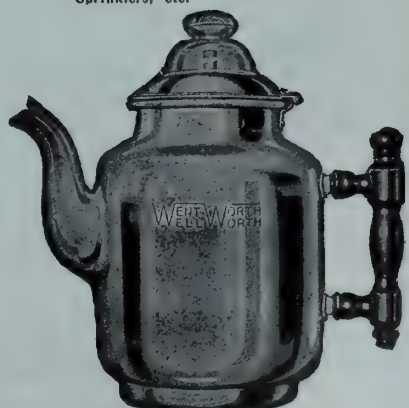
COPPER N. P. TEA AND COFFEE POTS, All styles and sizes.



ALUMINUM ROASTERS, Round and Oval.

WENTWORTH MFG. CO.

HAMILTON CANADA



ALUMINUM AND COPPER N. P. Percolators, three designs—four sizes. Also with electric cords.

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ELECTRIFICATION

Of High Pressure Steam and Water Valves

Outstanding Features:

Adaptable to Inside Screw and Rising Stem Valves
Positive in Operation.
Standardized Equipment with Valve Manufacturers.
Operation from any Electric Circuit
Short or Long Distance Control
No Overtravel of Gate
Heavy Unseating Blow
Designed for any Pressure, Size or Location.

The Control of Remote Valves from One or more Stations

For many classes of valve service, a properly designed electric control affords the most reliable method of power operation.

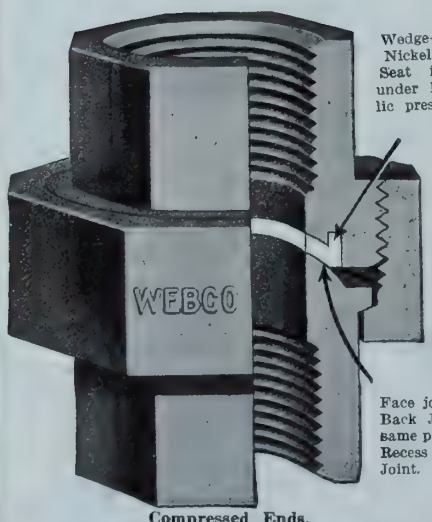
BULLSEYE INDICATING LAMPS

Dust Proof Control Station

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
European Branch 6 Great Queen St. Kingsway London, W.C.2 Eng.
Agencies in all the principal countries of the world

Our Engineering Department is at your service —write for full information.

QuiKwerK TOOLS



Wedge-shaped Nickel-Bronze Seat inserted under hydraulic pressure.

Face joint and Back Joint on same plane. No Recess at Face Joint.

Compressed Ends.

Webco Unions

Another Warren Product

ALL the good things you have been accustomed to look for, and get, in Warren Products, you will find in this new Warren product, the *Webco Union*. The weak point in most unions—the seat—is the strong point in a *Webco*. Here at last is a pipe union that will make up tight and stay tight. Ask for the *Webco* Folder, which tells you why you should "Connect with *Webco*."

Plain or galvanized, 1/8 in. to 4 in. Plain light or heavy flanged, 1 in. to 10 in.

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234 GRISWOLD ST. WARREN, O.

Dog Collars, Dog Leads, Shoulder Dog Collars and Dog Collar Locks.

Distributors for Royal Oak Tires.
Prices on application.

Adams Bros. Harness Mfg. Co., Ltd.

791 KING STREET WEST, TORONTO

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Winnipeg **Saskatoon** **Edmonton** **Calgary**

Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

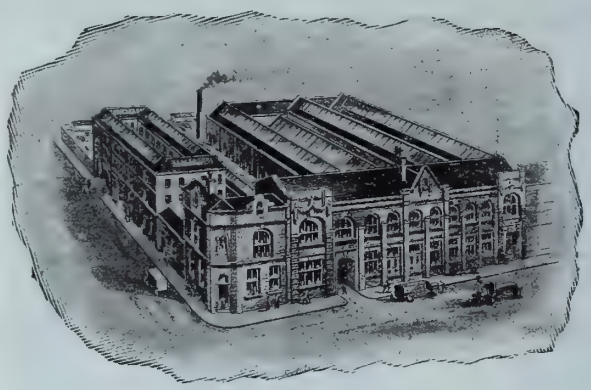
Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

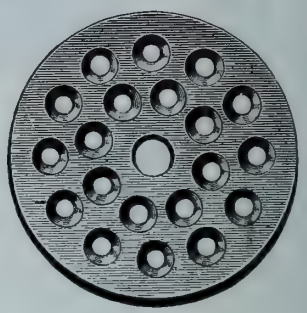
Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

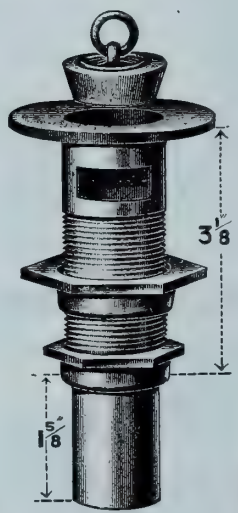
The Burlington Windsor Blanket Co.

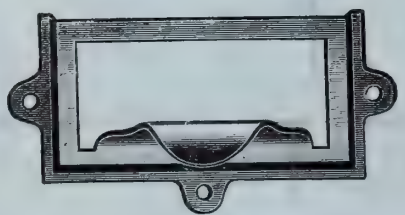
797 King Street West
TORONTO

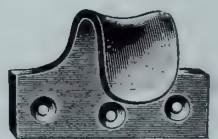


WE ARE OPEN
To Appoint Representatives Throughout the Dominion









NO EXPERIMENTERS WANTED!!

Only applicants having a live and long-standing connection among hardware merchants, ironmongers, plumbers' merchants and builders' merchants in their territory need apply.

Proofs of business done on behalf of other manufacturers in Great Britain, together with references, should be forwarded.

State territory and how often covered, also any other particulars thought necessary.

Representative chosen will be required to make a weekly report on all calls made.

Advertisers are one of the largest stamped brassfounders in Great Britain, doing a strictly competitive trade, and manufacture a limited variety of articles on mass production lines.

SMITH & DAVIS, LIMITED

Stamped Brassfounders

HAMPTON ST. - BIRMINGHAM, ENGLAND

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV MAY 6, 1922 No. 18

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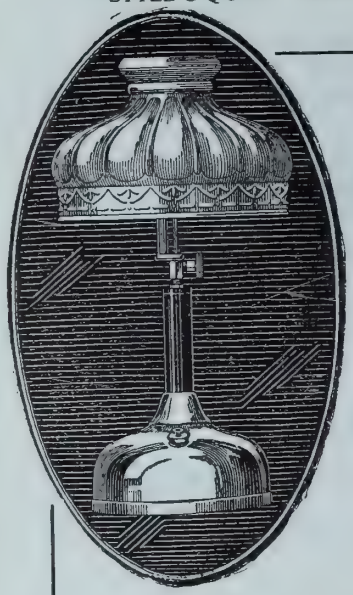
STYLE C Q 329



These WONDERFUL LIGHTS —are FAST Sellers!

Merchants everywhere, are greatly increasing their profits by selling

Coleman Quick-Lite Lamps and Lanterns

Made in Canada

You, too, will increase your profits by selling these "wonderful lights" of 300 candle power brilliance. The market is unlimited—sales are easy and profits are assured.

To place a lighted Quick-Lite in your window or on your counter is to sell it. Its wonderful pure-white brilliance attracts immediate attention and admiration.

Quick-Lite Lamps and Lanterns Sell Because—

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—They light with common matches —no torch needed.
—They are built of durable, triple nickeled brass—will last a life-time.
—They have no wicks to trim—no globes to wash, no soot, no smoke, no odor.
—They are safe—can't spill fuel or explode, even if tipped over.
—They are economical—cost only about 2 cents a night to operate.

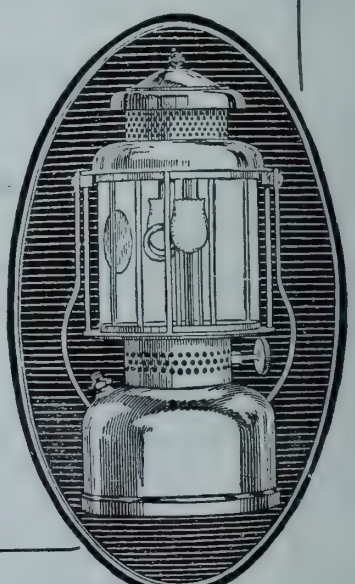
Order from your Jobber To-day!

Or, write us for latest catalogue, price list and selling helps. Address Dept. T-4.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Queen St. E. & Davies Ave.
Toronto, Canada



STYLE L Q 327

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, MAY 6, 1922. No. 18

"Save Our Surfaces"

The Property Owners S. O. S. for Paint and Varnish

THE PRESSING need of paint and varnish for surface protection of property is well exemplified in the above trite phrase as used by a hardware merchant to indicate the importance which some property owners attach to the use of these products. This call is being heard in many parts of Canada as result of the great campaign of educational effort which has been carried on through retail hardware stores and other agencies, and the call is gathering strength daily as its cumulative effect adds momentum.

The past year has seen a much wider acceptance of the importance of the campaign among hardware merchants and many of them are responding by the adoption of "Save the Surface" departments, by educational effort through the medium of advertising, sales talks, etc., to impress on customers the need for a much deeper regard for the value of paint and varnish than they have heretofore held.

The hardware store represents a collection of many and varied articles each with a particular purpose. There are many necessaries and few luxuries. Among this collection of articles it is doubtful if any fill, to the same extent as paint and varnish, the great economic needs of the country for protection. There is no loftier or more stable basis for big business than that the article being sold fills an important need in the community and is within everyone's means. All this and more is applicable to paint and varnish, and it requires this vision of the real value of these products before the merchant is in the right frame of mind to push on to the larger sphere of business which offers.

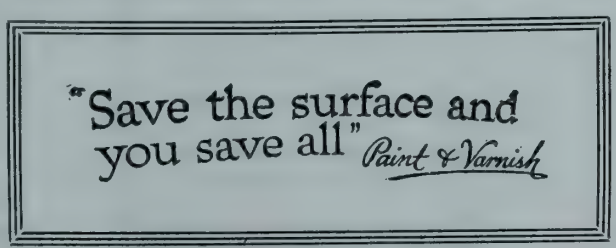
There are many splendid arguments available in basing paint and varnish trade on the value of protection and also their use for beautifying. The loss by fire in Canada last year was greater than at any time in the past despite the fact that steady progress has been made in fire fighting equipment. The loss in that year was over forty-five million dollars, or at the rate of $5.22 per head. Much of this loss could be avoided by a periodic cleaning and painting of property. A well painted building discourages the accumulation of the rubbish which is so frequently the cause of fire. The loss by depreciation of property due to inadequate painting has been figured at approximately two per cent. per annum, or a much larger amount than the fire loss, but every hardware merchant knows that not even $5.22 per capita is being spent annually in Canada on paint.

Investigation has proved that not one-tenth of the property in Canada is properly protected by paint and varnish. The figures of the resultant depreciation are increasing rapidly due to the amount of new construction constantly being proceeded with. It requires little thought therefore to realize what a terrific annual wastage will be experienced in years to come unless property owners are educated to the necessity of spending a fair amount on paint and varnish annually. The timber resources of Canada are diminishing rapidly due, not only, to the great forest fires but to the lack of protection from the elements which is provided the wood after it has been employed for the use of man. Realizing that a disastrous situation faces Canada through the continuation of this practice, governmental departments sanction the "Save the Surface" movement as a step in the right direction.

With such support and such a basis of real economic usefulness, a rich field for business awaits merchants who lend a hand in educating customers to the new appreciation of the value of these products. The possibilities are almost unlimited, but, like everything worth while, it requires the utmost co-operation and support on the part of all who form the chain of producer, distributor and consumer. In this the retailer is an important link and the whole chain is no stronger than its weakest link.

That an increasing number of retail hardware merchants are linking up actively with the campaign is indicated by the numerous articles appearing in the following pages. The "Save the Surface" departments of a number of hardware stores are dealt with and many advertisements featuring the protective element of paint and varnish are shown.

These articles give an insight into the problems which hardware merchants face in their endeavors to spread the "Save the Surface" propaganda, and how they are meeting them. It is interesting to find customers talking over their paint requirements with a view to the preservation and protection of property rather than from the single idea of beautification. Examples of how hardware merchants are dressing window and store displays, preparing ads., directing selling talk, is impressing upon customers the fact that painting as a means of preservation of valuable property is just as necessary as life insurance, fire protection, etc., appear in these pages and justify close attention.



This is the co-operation which helped put the campaign "across" bigger than ever during the past year and with the army of retail hardware supporters constantly increasing, the campaign is guaranteed such representative endorsation as will justify the utmost pride on the part of each participant.

"The Harvest is Ready for the Reaper"

A. J. WEBB

Seeds of Educational Work Along Lines of "Save the Surface" Have Been Sown for Three Years and Harvest Now Awaits Personal Effort of Retail Merchants—Big Annual Harvest in Future Years Will Follow Upon Standards to Which People Are Now Educated

Written for Hardware and Metal by A. J. WEBB

IT IS a fundamental law of nature that before we can reap we must sow. From time immemorial man has planted seeds in the earth and in due course, aided by beneficent nature and HIS OWN EFFORTS ALSO, has reaped abundantly of what he has sown. Please note those capital letters, "his own efforts also," as they have a very great bearing upon the matter in hand.

For three years now, the "Save the Surface" Committee has been steadily sowing the seeds of the "Save the Surface" Campaign, and now is the time when the dealer should begin to reap to the full, the benefits that are to be had from the consistent and steady work that has been so assiduously carried on. We can have campaigns and propaganda "ad infinitum," but unless the whole chain of effort is complete—unless there is a continuous chain of energetic thought—of co-operative effort, then it is impossible to reap the wonderful benefits that are to be had and in which the dealer particularly shares, or can share, if he will but interest himself in this wonderful work.

Long Way To Go Yet

Starting three years ago and adopting the very pertinent slogan, "Save the Surface and you Save All," the committee in charge of this work, have been steadily working towards the attainment of their object, which is the spreading broadcast of the values, as preservative agents, contained in paint and varnish. That they have had considerable success is admitted, but we have a long way to go yet. There are weaknesses in the chain. We acknowledge them freely, and it cannot be denied that the dealer has not cashed in on this propaganda work, as fully as is possible, and to the extent he really is entitled.

If the dealer will only think for a moment, he must see, that the more the value of paint and varnish is spread abroad as the true preserver of property, the more will the public of Canada be induced to paint up and varnish up regularly.

The campaign itself is based upon the solid foundation of truth. It is no mere chimera dangled before the eyes of the public of Canada from a selfish point of view, but is based upon the acknowledged fact that unless you do save the surface you cannot save the property underneath, whereas if you save the surface (by paint and varnish) then you do actually save it all.

For long years the values of paint have been more or less dimmed by the impression, prevailing in general, that paint and varnish were beautifying agents, and thus the necessity of painting and varnishing regularly, did not strike home so fully, as it does at the present time, when it is understood and being understood more fully each day that paint and varnish are the great preservers of property.

The advertising features spread broadcast by the Save the Surface Campaign, show most clearly just what value paint and varnish is when properly applied to property, and the dealer by interesting himself to the full in it will reap the very great benefits that are contained therein. Let him preach "Save the Surface" to all his customers—let him believe "Save the Surface"—let him practice "Save the Surface" by painting his own store, his own buildings and his own home, and he will assuredly find that in this wonderful campaign he is going to benefit enormously.

Not in Right Position

The Paint Trade of Canada to-day is not in its rightful position—it is not nearly in its rightful position, but we are determined that it shall be, and the Save the Surface Campaign is gradually putting it there.

Now that the painting season is at hand let us all get together and boost the work that has been accomplished by the "Save the Surface" committee, and which is being accomplished by them. Let us, each one, who is interested in the paint and varnish trade, work with enthusiasm towards the greater knowledge of the benefits derived by the use of paint and varnish. Let us link up our own efforts with the Dominion-wide efforts of the "Save the Surface" committee. Let the dealer remember that he is at the end of the chain, and in as much as no chain is stronger than it's weakest link, let him take counsel unto himself and determine that he, at any rate, shall not be the weak link.

Many examples have been shown in the "Save the Surface" literature, of just what benefits are derived from the adequate use of paint and varnish, and it is but a short step for the dealer to take his stand in line with the work that is being accomplished and to pull with it, with unquestioned benefits to himself. No man can stand alone—no campaign can stand alone.

If we all work together towards the development of the "Save the Surface" idea, then rest assured that the sales of paints and varnish in Canada will go up by leaps and bounds, nor will this be a temporary measure, in as much as the more we can drive home to the people of Canada the wonderful values that exist in good paint and varnish, more and more painting will be done—more often will it be done and before long it will be an accepted axiom that unless the property owner or occupier, does paint regularly and thus "Save the Surface" then he, or she, is bound to lose, and to no inconsiderable degree.

The Harvest is ripe, it is ready for cutting, what are you going to do about it?

Vivid Contrast in Display Emphasizes The Real Value of "Save The Surface"

Drastic Measures Needed to Convince Some People of the Real Value of Adequately Painting Property—Two Sections of House, One Painted and the Other Unpainted, Received Much Attention

A typical "Save the Surface" window as used by J. H. Ashdown (Retail) Hardware Co., Winnipeg, to emphasize the great appreciation of value of property from the use of paint and varnish, and the great depreciation which soon takes place from neglect. This window attracted much attention and set many people thinking along the lines of paint and varnish.

THE ILLUSTRATION which appears on this page indicates just exactly what the salesmen of the Ashdown retail hardware store in Winnipeg think of the importance of "Save the Surface," and it shows the steps they are taking to get this idea across to the public. This window presents a striking contrast showing on the one hand the beauty and the preservation of the painted home compared with the shabby one which reflects ruin, decay and negligence. It is noteworthy that the latter is the one for sale while the one with the pleasant surroundings and appearance is a home.

The salesmen of this store are linking up in every possible way with the "Save the Surface" campaign and are using numerous window and store displays of paints and varnishes at this season, each driving home some argument for the preservation of property. Every salesman has had special instruction in connection with paint selling and is qualified to talk methods of application, color schemes, etc., to customers. Their big endeavor is to get as much information as possible from the customer as to paint requirements, both immediate and future. These men are constantly giving helpful hints and have built up a large clientele for this reason. A salesman has been known to spend an hour or more with a customer whose immediate purchase was no larger than a fifty cent can of paint, but the underlying idea has been to give service, and the time spent on that and other customers has amply repaid the attention.

With their color charts the salesmen give out price lists on paint so that when a customer gets home and looks over the requirements, they have price information before them to estimate the cost of attending to the work necessary. It is attention to such details as this which has encouraged business until now it is quite a common thing to serve over five hundred customers a day in the paint department. The windows have been found to be very important in drawing this attention, especially when dressed with some striking display which indicates in a forceful manner the true value of the product.

Also in the local advertisements is the "Save the Surface" idea given prominence. The plan has recently been followed of varying the daily advertisements so as to specialize for two or three days on floor paints, the next two or three days on wall paints, etc. It has been found that customers respond well to the efforts to emphasize the value of protecting property and many of them are startled to hear the evidence which is given showing the loss from depreciation due to inadequate painting.

Paint Turnover Increased 30%

DISCUSSING with Hardware and Metal various features of his paint trade, Mr. Bridgman of Bridgman's Hardware, Portage Avenue, Winnipeg, emphasized the importance of linking up special effort in the sale of paint with some current development. In his opinion people are inclined too much to take paint as a matter of course and something is needed to bring their appreciation to a new perspective. A great many good arguments are available in connection with the advertising of paint, varnish, etc., and in Mr. Bridgman's opinion merely some striking way of drawing special attention to these points is all that is needed to secure favorable attention.

"During the 'Made in Winnipeg' Exhibition week last spring we specialized in preparing an attractive display of paints and varnishes with a series of printed cards strongly emphasizing the products of the line we handle, and with ribbons of various colors which served as streamers from the cards to the packages, thus describing in an easy way the purpose for which each article was intended," said Mr. Bridgman. "We were able to show one of the most attractive displays in the whole of Winnipeg during that particular week. The official judges of the exhibition invited us to enter the 'Made in Winnipeg' window dressing contest that was on, and we are glad we did, for out of the many good windows that entered the contest, our own was selected to take highest honors and with it a cash prize.

Novelty Plus Permanent Interest

"It has been our experience that the value of utilizing carefully made up windows is of the utmost importance in creating new customers. Novelty plus permanent interest in good displays keeps customers all the time coming into the store, and if the display is coupled with timely selling messages it usually serves the double purpose of not only bringing in a constant stream of business, which otherwise would be lost, but the public is being educated along well defined lines as to the proper use of paints and varnishes. The same end is being accomplished with most other lines of merchandise if satisfactorily displayed.

"In the protection and beautifying of homes of property owners, in the pleasure of obtaining harmonious color effects for either interior or exterior work, most people evince the greatest interest, and in our display windows as well as in our selling talks with customers, we cultivate the wise distribution of color folders and booklets issued by the manufacturers themselves which contain a wealth of interesting and helpful information on how certain goods may be used, or how a particular piece of work can be done successfully. It is surprising how people will become enthusiastic about getting exactly the right result concerning some finish they want to see in some part of their home, and if they do the work themselves they are all the more satisfied and these sales are an advertisement for us.

Simple Demonstrations

"Sometimes a simple demonstration of stains, or the explanation of some finish on a panel, has opened up for us many a new channel for business. In addition, there is the decorative department of the manufacturers products we carry, who prepare color schemes, wall sketches, and even to the extent of writing a personal letter by one of their decorative experts, for the prospect's personal benefit, which places him absolutely under no obligation whatever. We secure, if possible, a plan of the interior or exterior of the house, with as much information as possible as to the actual work to be done, not forgetting to find out the nature of the surroundings, and many other details, and upon receipt of the suggestions by the property owner, who invariably has the choice of three and perhaps four color schemes attractively appealing to his artistic sense, we find such real pleasure exhibited that it results in a complete order for the painting material required for the work. These orders, generally speaking, are well worth getting.

1921 Turnover 30 Per Cent. Greater

"It is to these things we attribute our success in our paint and varnish department. It must be remembered, however, we are very enthusiastic about our paint department. It appeals to us because we believe in co-operation, that is, taking full advantage of the many selling helps offered to us, because of the facilities and the experience of the manufacturers of the well known brand we handle, because we believe in sticking to one line alone and pushing that line, realizing that one line avoids duplication of stocks, makes for more active turnover, and lastly, because we believe in our judgment there is no better proposition we can offer to the buying public. We have adopted this basis for years and have proved it profitable. A more profitable investment we do not consider we have in any department of our store. Last year while trade was falling off in practically all other lines, our turnover in paints, varnishes, etc., increased over 1920 sales more than thirty per cent.

"Let us emphasize our experience that we believe it is in individual effort and keen interest, associated with the great national scheme of advertising being carried on in this country, that is wielding a powerful influence in stimulating an intelligent and wider use of the products of the paint and varnish industry. The "Save the Surface" idea being directly associated with it has been developed so successfully that the slogan "Save the Surface and You Save All" is to-day a household word. "Save our Surfaces" is the S. O. S. call for paints and varnishes, and retail merchants should all do their part in leaving no stone unturned to

Aided by "Save The Surface"

grow in knowledge in this work to tell just how surfaces can be saved and how to beautify them for the benefit of the towns and cities in which we live."

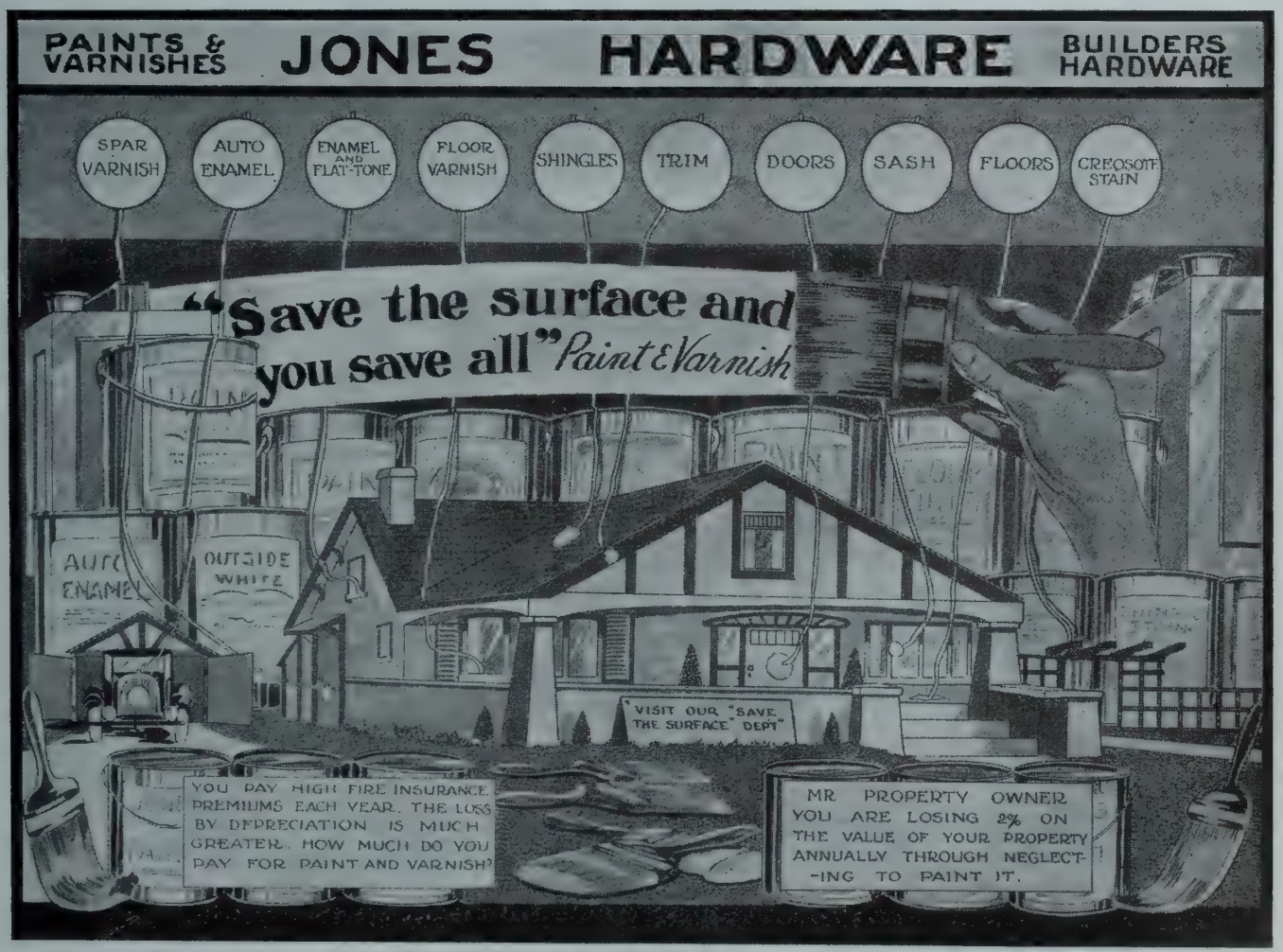
* * * *

NOTE THE WANT ADVERTISEMENTS

It is certainly encouraging to scan the newspapers day after day and find the "Situations Wanted" almost devoid of reference to journeymen painters, while, on the other hand, the "Help Wanted" columns are jammed full of advertisements for first-class painters. This not only is an indication that people are waking up to the economical necessity of paint and varnish, but also that they are demanding first-class work, and, of course, it naturally follows, first-class products. Seems that the objective of the industry, "Make 1922 the Greatest Paint and Varnish Year," is only a question of keeping up the good work in order to make its fulfilment complete.

At a recent Hardware Show, a hardware dealer got the inspiration of making better use of his windows so that they would sell paint and varnish for him. He communicated with "Save the Surface" Campaign Headquarters and plans for the use of his windows were given, together with reprints of the national advertising and window strips. This hardware dealer reports that he followed instructions and as a result his paint and varnish sales have increased fifty per cent. in the past few months. This dealer reports that he has been obliged to fill in his stock with an additional $650 order, which is a condition he had never had before at this time of the year. Within four days after he had dressed up his window with a display of paint and varnish products, he said, five other dealers in the town immediately followed his example.

The action of this dealer is in line with the policy of the campaign to get paint and hardware dealers to "use all of their windows part of the time, and part of their windows all of the time for displaying paint and varnish products."



Suggested display of paints, varnishes and kindred lines showing plainly the purpose for which each is intended and how the "Save the Surface" idea can be linked directly with the use of each one from house paint to stain for the barn, trellis work, etc. Some pointed messages can be conveyed by window cards indicating the dangers of neglecting to preserve property, implements, etc., with an adequate coat of paint.

Hardwaremen Emphasize "Save

SOME indication of the manner in which hardware merchants throughout Canada are endeavoring to educate their customers to the value of the "Save the Surface" idea, is shown in the extensive use of this slogan in connection with the ads. herewith. These advertisements are taken from local newspapers and have been selected from a large number making use of the slogan. This selection indicates that hardware merchants in all parts of Canada are making use of the effect of the campaign in connection with their local advertising.

In the Mills Hardware Co., Hamilton, Ont., advertisement appears a little explanation of "Save the Surface" under the familiar mark. This reads, "The chief purpose of all paint and varnish is to save the surface. Neglect to use paint and varnish at the right time causes heavy loss through expensive repairs which can be avoided. Proper use of paint and varnish will save money for you and prevent deterioriation of your property. It deals in turn with floor stain, graining outfits, varnish, enamel, house paint, porch paint, screen paint, paint and varnish remover, wall finishes, etc., giving a brief description of the composition and usefulness of each one and quoting prices. At the heading of the ad. is an appeal to automobile owners to repaint their cars at this season. This reads "Don't let your car get dull and dingy. Keep it up to date; keep up your pride in it. You can keep it looking like a new model if you'll give it a coat of auto enamel every six months. Do it yourself. It's great fun. All it will cost is three or four dollars and you'll enjoy doing it. There isn't any trick to it at all. Roll it out of the garage the second day and neighbors will think you have bought a new car. If you want to change the present color you have your choice of eight colors. Come in and see our samples and learn how easy it is to keep your old car looking new.

A Need Every Month For Paint

Under the familiar Save the Surface slogan, the ad. by Emerson & Fisher Ltd., St. John, N. B., says "Every month brings a need for paint. The spring and early summer months bring with them the need of painting—of brightening up the home and outbuildings, the farm wagons and equipment after the rigors of the long winter and making them presentable and attractive for the summer months."

Pressing home some strong arguments for the preservative value of paint, the ad. by J. G. Steele Hardware, London, Ont., under the Save the Surface slogan states "Why not have the best. When you paint your buildings you do so for two reasons, 1st protection, second beauty. Try —— paints for both and be convinced that this paint is a leader." It continues by dealing with various paints, varnishes, etc., and devotes space to brushes in connection with paint advertising.

Make Your Home Beautiful

Another firm which makes frequent use of the Save the Surface slogan is McKelvey & Birch Ltd., Kingston, Ont., whose ad. herewith reads "Make your home beautiful. Homes, garages, barns, stairways, floors, ceilings, walls, furniture and many other things need brightening up—need protection—need good paint, enamel, stain or varnish. Nothing is more certain to improve the appearace of your home interior than well

Linking up with local Clean Up Paint Up campaigns and making appeals to pride in appearance, need for protecting valuable property, etc., are points which hardware merchants deal with in some of their paint ads linked up with the Save the Surface campaign.

The Surface" In Local Ads.

The prevalence of the "Save the Surface" slogan in hardware merchants' paint ads is indicated by the ones shown in these layouts. Numerous others also follow this plan, but these represent what is being done by merchants in various parts of the country.

painted rooms with well papered walls and white ceiling."

An interesting and impressive sentiment is expressed in the paint ad. by W. H. Thorne & Co., Ltd., St. John, N. B., as shown herewith. It is entitled "The Well Painted House commands the higher price," and continues: "Your prospective purchaser will be willing to pay a higher price and will be more than likely to buy quicker if your house is well and attractively covered with paint—and the best is invariably cheapest in the long run."

Under the heading, "The Right Paint to Paint Right," F. W. Karn, Woodstock, Ont., devotes a good sized ad. to paints, illustrating house paint, barn paint, enamel, etc., with each line described and priced.

Prominent among Western hardware firms making use of the Save the Surface slogan is the Ashdown store in Calgary, whose ad. is entitled "Good paint and varnish will Save the Surface, inside or out." Under this heading it deals with various lines. Concerning varnish it says, "When you use varnish make it a good job because the labor is the same." It then deals with the use of varnish for floors, linoleum, furniture, etc.

Combine With Clean Up Paint Up

Combining the appeal of Save the Surface in conjunction with local Paint Up and Clean Up campaigns, Marshall-Bevers Hardware Ltd., Calgary, Alta., says, "High standard paint covers more, looks better and wears longer than other paints. Sold on an absolute guarantee; 1 gallon covers 450 square feet, two coats."

Explaining the meaning of surface protection the ad. by Roleau Hardware Co., Rouleau, Sask., under the familiar slogan states: "Follow nature's example—paint to the house is as bark to the tree. Nature is mankind's greatest teacher—not only does she give free instruction in the art of decoration in color, line and form, but she is also the greatest living exponent of protection against decay and destruction."

Under the heading Paint to Save, the ad. by Weatherbee & Fletcher, New Waterford, N. S., says, "Let us prove to you the surface saving quality of paint. A beautiful display of the different shades always on hand."

Other hardware firms who make use of the Save the Surface slogan in their ads., some of which are illustrated herewith, include Fyffe & Park, Swift Current, Sask.; Saskatoon Hardware Co., Ltd., Saskatoon, Sask.; H. B. May, Indian Head, Sask.; J. L. McCullough, Assiniboia, Sask; H. Hunter, Hartney, Alta.; Heaman's Hardware, Exeter, Ont.; Roblin Hardware Co., Roblin, Man.; D. D. Taylor Co., Brantford, Ont.

Don't Wait for Hot Weather

Under the heading Clean-Up time again, an ad. by Manitoba Hardware and Lumber Co., Virden, Man., says, "You don't have to wait for hot weather to commence painting indoors. You can paint now just as well as later on. For plastered walls you will like the soft effect of our —— paint. It is most sani-

(Continued on page 44)

Displays Deal With Surfaces

"If Salesmen Have a Thorough Knowledge of Paint, and Can Gain the Confidence of Their Customers, the Paint Department is Bound to Grow," Says Montreal Merchant—Quarter-Pint Tins Pave the Way for Gallons—Putting the "Save the Surface" Idea Across

"BY KEEPING both myself and our salesmen well posted with the various kinds of paint, varnishes and sundry lines, the different uses for each, and by being in a position to place ourselves before customers in a convincing manner, that immediately 'takes,' we have had the satisfaction of seeing our paint sales increase from year to year. Confidence which we have been able to instil into our trade in this section, is, I am convinced, the biggest asset we have in this department. Our customers depend on us to furnish them with paint and varnish requirements that will enable them to do jobs which they will be proud of, and if we can continue to serve in this way, I am sure that our paint business will continue to grow," said A. H. Bedard, 392 Victoria Avenue, Westmount, to Hardware and Metal.

There was always a percentage of customers entering the store who were in doubt of their actual requirements, while others were almost entirely ignorant of what was required for the desired job. It was up to the merchant and his salesmen to be able to deal with this custom in a manner satisfactory both to customer and themselves. Mr. Bedard stated that he had on more than one occasion told his salesmen that if they could not conscientiously recommend a specified line because of lack of knowing the requirement, to either enquire of fellow salesmen or himself, or else be willing to lose the sale. "Losing a sale is bad enough, particularly so if through ignorance on our part, but it is better to lose a sale than a customer, and there is no surer way of losing the latter than to have him or her dissatisfied," continued Mr. Bedard.

Losing and Making Sales

To uphold this kind of salesmanship to its proper standing there were times when sales were lost, temporarily at least, and not long ago an automobile owner had called at the store and asked for enough enamel and a brush for his car. He was going to give it a coat before taking it out in the spring. Mr. Bedard waited on this man himself, and realizing that the weather still had its winter coldness and dampness, asked if the customer had a heated garage. No, he had not. After explaining the necessity of giving the car a thorough washing, and the difficulty that would be experienced in getting the enamel to dry at that season, the advice was given to delay the painting for a few weeks. The man appreciated the advice and went out without purchasing. A sale of perhaps four or five dollars had been there for the asking, but would it have meant a satisfied customer? Not in Mr. Bedard's opinion, and he was willing to lose the sale.

Finishing Furniture

Another instance was recalled where a lady had asked if it would be possible for her to obtain a first class finish on her bedroom suite. The finish she desired was a high glossed ivory. She had apparently entered the store feeling that the chances of her doing this work satisfactorily were slight. Previously she had enquired the cost of doing this work from a contracting house, experienced in this line of work. The price was too high and she felt that she neither could afford it, nor was the suite hardly worth it. The salesman who was attending her asked if there was not a small bedroom chair in the suite, and would she not be willing to experiment on this. Being willing, the required coatings were sold to her in the smallest sized cans. After being assured that time and experience were only required if she would follow the instructions given, she went out well pleased that she had made the enquiries. She returned a few days later and purchased enough material for the whole suite and did not forget to tell the salesman how well pleased she was with the job, and how much she appreciated the attention he had given her. This was a sale made and a satisfied customer. It was in such cases as these that quarter-pint tins of paint or varnish usually paved the way for larger tins, and it is in this way that Mr. Bedard believes that much of his increased business is accomplished.

Taking Care of Dissatisfied Customers

In the years of this store's experience there were only two cases of importance where the customer was dissatisfied with his paint purchase. In both instances the buyer had returned after doing the job and stated that the paint was absolutely no good. Tact is usually required in dealing with cases of this kind, and an agreement should be reached satisfactory to both parties. The main thing here, in Mr. Bedard's opinion, is to have the paint house behind the merchant. Both jobs were on outside work and the paint had peeled before many months had passed. The procedure taken was to give each complainant enough paint for another coat. After the work had been completed the question of where the fault lay was

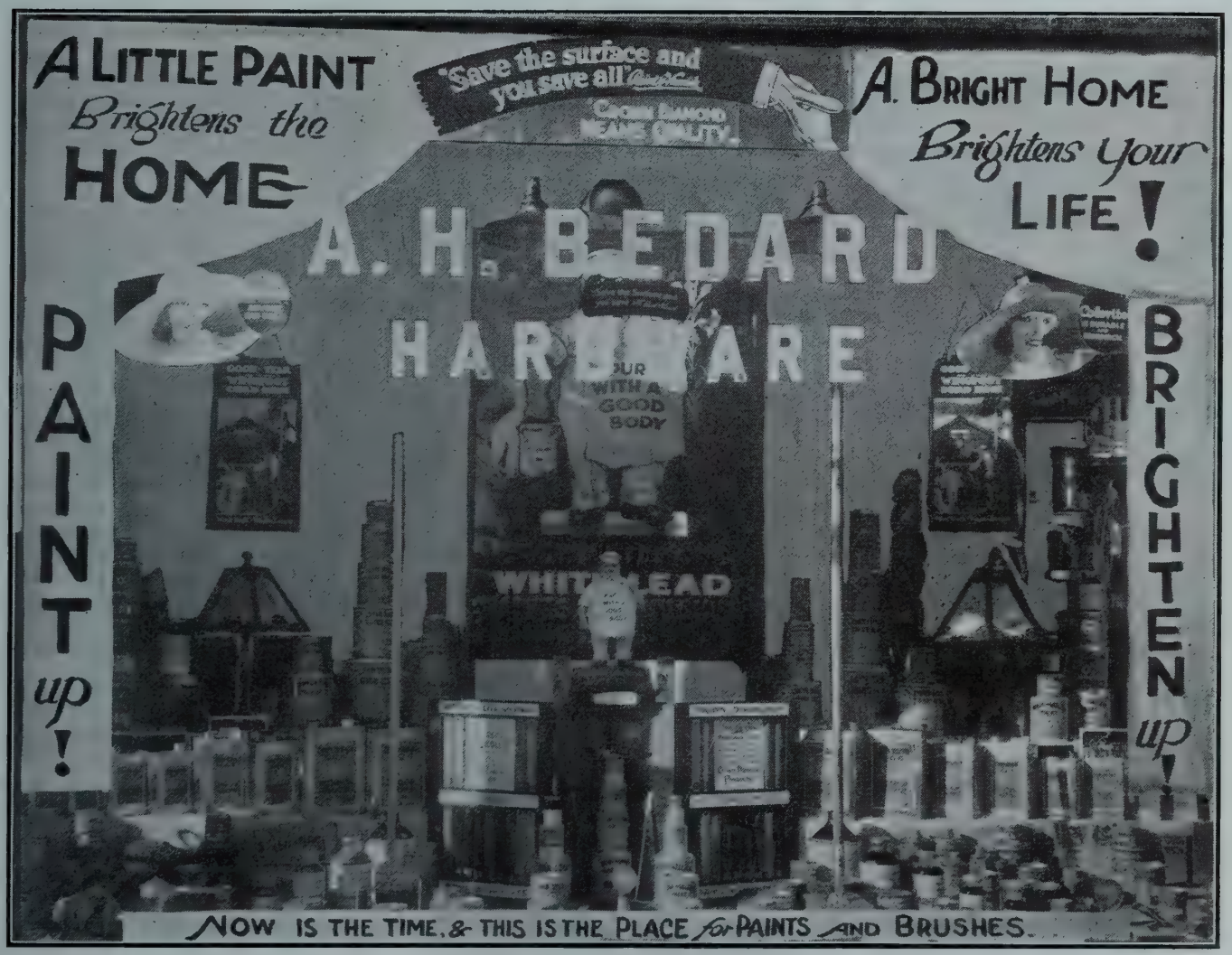
Which Need To Be Preserved

discussed, and both parties had been convinced that the fault was in the wood and not the paint. One was so thoroughly satisfied that he had been in the wrong that he paid for the material. Not being pressed for payment the other did not pay, but he was to-day a regular customer. The store had lost this money but had not lost the custom, and this one occasion could be taken as a loss, considering it only one in a number of years.

"Save the Surface"

"In a recent window trim we displayed our line of mixed paints and sundry lines, using the 'Save the Surface' transparencies and window trim. Another poster showed the effects of preserving the surface of a piece of wood after the wear and tear of exposure to the weather. Two chairs were also used in the display, the one not varnished was placarded 'I am waiting for a coat of —— varnish.' A card on the other, which had been varnished, read 'I have received my coat of —— varnish.' The window was dressed to bring home to the public the idea of touching up their furniture and other inside wood surfaces after the winter period when families spent most of their time in their homes, causing much more wear to furniture, walls, woodwork, etc. Results were good and even yet we believe we are selling paint and varnish through the medium of this window."

"Next week we are again putting in a paint window, but this time we will feature outside paint more extensively. People are now commencing to look after their property, and if by forcing the idea that painting will save them money, we feel that this season's record will be further increased. People are becoming more and more acquainted with the 'Save the Surface' movement, and while the results from extending the movement may seem gradual, it is certainly a good argument for the retailer to use."



Such window displays of paint, varnish, etc., as this, are important in the recent development of the paint business in the A. H. Bedard hardware, Montreal. Backing up the interest aroused by such displays, all the salesmen are competent to give advice to customers, and every advantage is taken of opportunities to drive home some important "Save the Surface" arguments.

Steady Growth in Paint and Varnish Industry

Foundation of Trade Now Being Laid Through Co-operative Effort Linked Up With the Save the Surface Campaign Will Guarantee Active Business in Years to Come

Written for May 6 issue of Hardware and Metal by W. S. FALLIS, Vice-President and Managing Director The Sherwin-Williams Co. of Canada, Ltd.

EVERY retail paint store in Canada should be linked up with the "Save the Surface" campaign.

Three or four years ago that statement embodied the feeling of those behind the campaign, who have since been constant in their endeavor to prove this truth to the man most concerned—the retail dealer in paints and varnishes.

Some have been convinced, and others have not. It is significant that those dealers who early realized the value of the campaign have been amongst the most progressive merchants in the hardware trade, and have seen in the campaign another big opportunity for increased business.

Do you suppose for a moment that sponsors of the campaign in Canada and the United States, people who are well able from a wide experience in advertising, to gauge the value of an idea would, year after year, spend thousands of dollars in spreading the doctrine of "Save the Surface" if they did not know that they would have a return on their investment? That return can only come from increased sales volume—and sales volume in turn can only come from you, friend Retailer. Your sales to the consumer must keep pace, dollar for dollar, with the manufacturers' sales to you. Will that increase be faster or slower if we pull together, or each alone, or one not at all?

How Dealer Co-Operates

How can the dealer co-operate and benefit accordingly? First of all he should adopt the suggestion already followed by many dealers, and rename his paint department, calling it the "Save the Surface Department," where expert advice can be had on all the painting problems of his customers. He can stress the campaign slogan by using it as often as possible on letter-heads, invoices, delivery trucks, and store signs. Remember your customer sees this slogan in almost every magazine he reads. When he sees it, it should make him think of your store.

Having a good show window, the dealer will do well to give prominence at seasonal periods, to an original and attractive paint and varnish display—tie up with the "Save the Surface" idea by using campaign advertisements, posters and display features.

Every store which advertises locally has another opportunity of benefiting directly by tying up the local newspaper publicity with the "Save the Surface" advertisements in the large national magazines. These two methods of co-operation—through window displays and local newspapers—have been thought to be of so much importance that the campaign committee offer six prizes to retail paint and varnish men for the three best window displays and newspaper advertisements submitted before July 1st.

W. S. FALLIS
Vice-President and Managing Director The Sherwin-Williams Co. of Canada, Montreal

The promise of spring activity is encouraging, and from practically all sections of the country we hear that business in our line is good and steadily getting better.

Personally, I believe that the paint and varnish business, through the educative value of the "Save the Surface" campaign and the spirit of common interest and co-operation it inspires in the trade will, in the years immediately ahead of us show a growth greater than any we have experienced before. I believe our industry is a vital and important one, and I want to see the fortunes of all connected with it advance through service and co-operation to prosperity and success.

Lindsey & Moore, hardware merchants of Delburne, Alberta, have dissolved partnership. T. E. Moore has sold his interest to R. B. Lindsey who will carry on the business under his own name.

HARDWAREMEN EMPHASIZE "SAVE THE SURFACE"

(Continued from page 41)

tary and can be washed at any time. About the old floors. One of the hardest things a housekeeper has to contend with is an old floor. Perhaps the linoleum is so badly worn it cannot be painted—well don't worry over this. Take it up and put a couple of coats of floor enamel right on the floor." Under the heading Get Your Car Ready, the ad. says, "Get a can of our auto enamel and give your car a new coat; you will be surprised how easy it is to put on. It covers up everything without showing brush marks. A few dollars will make you car look like a new one."

Dealing with the protective value of paint an ad. by J. Grierson & Son, Whitewood, Sask., says, "Your house and barns will look 100 per cent. better after a couple of good coats of good paint—and it will pay you in dollars and cents to paint now. Our paints seal up the surface of the wood against the damaging effect of the sun, rain and wind—they actually preserve your home and yet they cost but a trifle."

Need Personal Touch of Hardwaremen

Much Effort Expended to Further the "Save the Surface" Campaign But Many People, Half Convinced, Need the Final Urge of Personal Contact With its Exponents—Has Helped Business in Difficult Times and is Yet in its Infancy

Written for May 6 issue of Hardware and Metal by GEORGE HENDERSON, President Brandram-Henderson, Ltd., Montreal

Editor Hardware and Metal:—

"It is with distinct pleasure that I have learned of your intention to again publish a special "Save the Surface" number of Hardware and Metal.

I have, since its inception, been convinced that the Save the Surface campaign is one which merits all the praise and support that can be given it. While those back of the campaign are not likely to be accused of entirely philanthropic motives, I am certain that nobody can question the truth of the contentions we have been spreading throughout the country, nor the fact that preservation of property through the use of paint and varnish creates a national asset of an infinitely great value.

That so influential and widely read a trade publication as Hardware and Metal should voluntarily subscribe to the committee's views is sufficient, in my opinion, to stamp the campaign as one in which the desire on the part of paint and varnish manufacturers to increase sales is subordinated to the importance of the national saving this increased use of their products accomplishes.

Through the publicity methods adopted by the committee during the three years of its existence, there is hardly an individual in Canada who has not heard or read about the Save the Surface campaign. Many citizens have taken advantage of the knowledge gained through this educational work because they are of the temperament which calls for immediate action once convinced of the wisdom of any course suggested. On the other hand there are a great many who, in an abstract way are aware of the fact that it is cheaper to paint than to repair, but who have not as yet put this knowledge to practical use. These are the individuals who can finally be convinced by the retail dealer and induced to put their thoughts into action. This should not present any great difficulty as, beyond a shadow of doubt, these individuals are now predisposed to do so, and, if a dealer adopts the policy of closely linking up his store with the Save the Surface campaign, and makes use of the campaign's sound, economic arguments which are simple in the extreme and yet of great value and strength, he cannot fail to finally bring them into line and incidentally secure a new customer in each individual thus dealt with.

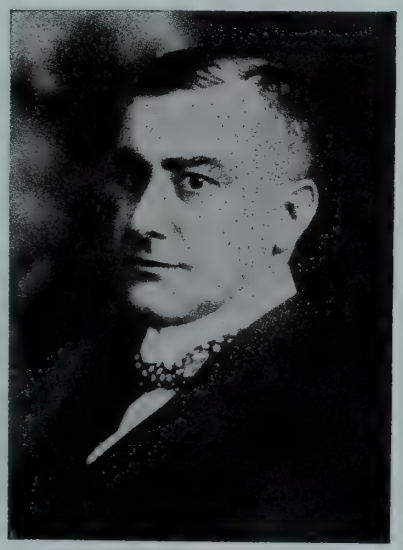
Needs Final Personal Touch

No dealer objects to using every persuasive method in his power to induce an individual to buy his wares. How much easier is it, then, to attain the object when the individual has been subjected to almost all the persuasion necessary, so that all that is required on the part of the dealer is the final personal touch.

I would not wish it to be construed from anything I have said that the great mass of dealers are not alive to the opportunities the campaign is affording them. Indeed such a construction would be far from correct. Most dealers by now are very much alive to them, and at every turn are taking advantage of the effect produced by the campaign with, I feel confident, excellent results.

Those who are not embracing these opportunities are making a grave error in judgment, as they can easily prove to themselves if they will but co-operate along the lines suggested by the committee and then, after a reasonable period of time, compare their sales of paints and varnishes with what they totalled for a similar period prior to their adoption of this policy. A few words to these dealers, and I think they will be convinced that if the Canadian Paint, Oil and Varnish Association had faith enough three years ago to launch such a campaign feeling sure of its cumulative value and consequent, though not instantaneous, success, surely now, when this effect can be promptly felt, they should not hesitate to give their hearty support.

The campaign was commenced during a period of great prosperity in the paint and varnish business, in the hope that when the inevitable depression should occur it would assist in the maintenance of sales. The looked-for depression struck the paint and varnish industry in the last quarter of 1920, two years after the inauguration of the campaign. In a very few weeks many industrial plants were no longer operating, building came to a standstill, and consequently this large outlet for our products was practically cut off. What was responsible for the continued relatively good demand for paints and varnishes? Surely it can be attributed to the fact that the general public had come to the belief that from the standpoint of economy, if for no other reason, it could not afford to neglect the preservation of property by failure to go to the small expense necessary to protect it by the judicious application of paint and varnish.



GEORGE HENDERSON
President Brandram-Henderson, Ltd., Montreal

Has Helped Business in Difficult Time

I believe in giving credit where credit is due, and when the above facts are considered, and the educational nature of the Save the Surface campaign work is reviewed, but one logical view can be taken, which is that all those associated in the marketing of paint products should thank the Save the Surface campaign to a degree which is difficult to over-estimate, for that measure of success which has attended business during the difficult period covered by the past eighteen months.

The campaign has not yet reached its full power, as its effects are essentially cumulative, but every day brings to the members of the committee further evidence of the increased effect and driving power of this propaganda. Let me urge all dealers who have not yet fallen into line, to do so at the earliest possible moment. They will never regret it. To those who will doubt the value of such action, let me say, at least give it a fair trial and judge for yourselves the results obtained. I feel absolutely confident these results will convince you.

The Save the Surface Campaign Committee will welcome suggestions anyone may wish to make to improve the work being done.

I cannot close without again thanking Hardware and Metal for the splendid support it has been giving this campaign —a support which I feel sure it would not extend if it were not satisfied that the objects of the campaign were well warranted in the interest, not only of its many readers, but of the country at large.

Welcomes Paint Problems In

UNDER the stimulus of sentiment aroused by effort along the lines of "Save the Surface" the Mathewson Hardware, Danforth Ave., Toronto, has made substantial and rapid progress in connection with the sale of paint and varnish. The "Save the Surface" department of this store is located toward the front of the store where the display invites close examination, and a table is provided near the door on which customers find color cards and other literature. The table is also used in connection with discussing customers' paint requirements.

The display windows are used frequently at this season of the year for paint and varnish displays, use being made of boards half painted to indicate the value of adequately protecting the surface. After a careful search, Mr. Mathewson found a board from an old building of which one half was in a good state of preservation due to being painted, while the unpainted portion is in a state of rot. This board is frequently shown in the window and has done much to convince many prospects as to the value of paint.

Expert Advice on Problems

Also in the window are a number of cards inviting passers-by to consult the "Save the Surface" department of the store for advice on color schemes, methods of application, etc. The department is being built up around the idea of expert advice on the important problem of protecting property and it is working wonders according to Mr. Mathewson.

Largely as result of such educational effort many customers wanting paint or varnish now refer to the campaign, asking how it is going and in some cases they have declared that as result of a loss on certain property they have owned, due to insufficient paint, they are now going to paint fences, outbuildings and every part of the property which is paintable, and thus save heavy repair bills.

A bulletin is used by Mathewson Hardware in conjunction

Prospects Seek Counsel on Paint Problems

The Save the Surface department of the Mathewson Hardware, Danforth Ave., Toronto, is being built around the idea of expert advice on the subject of protection of property, implements, etc. Each salesman is competent to give advice on application of paint, color schemes, etc., and every opportunity is taken to encourage prospects to take advantage of this free service. Cards to this effect are shown in this display.

Save the Surface Department

with certain merchants in other lines of trade, as an advertising medium for the district. This bulletin has constantly featured the "Save the Surface" idea in conjunction with the brand of paint carried and advertises the free advice given in connection with painting problems. As an indication of how this bulletin has helped the sale of paint, a woman customer came in to the store a few days ago with a clipping of the paint ad. from a January issue of the bulletin, and wanted some varnish stain for floors to protect the surface of the floor against dampness tracked in during the wet weather of spring.

Group Selling Idea

Mr. Mathewson has had a successful drive on house paints, varnishes, etc., during the early spring, and part of this has been due to following out the "group" selling idea. Thus if a customer asks for nails it is taken as an indication that some repair or construction work is to be undertaken and an endeavor is made to sell paint or varnish to this customer. It has been found necessary to give much advice to paint customers to educate them to the folly of economizing to the extent that they stint on the work in hand or use "something just as good." To this end Mr. Mathewson frequently switches a customer from buying certain interior paints to enamels, pointing out that one pint of enamel will go the same distance as one and a half pints of paint, and this makes both approximately equal in value.

An endeavor is made to sell a brush with every can of paint, it being pointed out that many jobs are spoiled by the use of cheap grade or old brushes.

An important argument for overcoming the tendency to use cheap grade paint has been to point out that it is cheaper to buy a good quality brand and paint once a year than to buy low grade paint and be forced to apply it every three months to keep up a good appearance. Good use is made of color cards and other literature, this being shown prominently in the store and enclosed in parcels sent out at this time of year.

Two Extensions Recently Made in Paint Dep't.

The paint department of Ravary, Ltd., Montreal, has been extended twice recently and has doubled its volume of trade in each successive season for the past five years. This firm links up closely with the Save the Surface movement and employs every educational effort to show customers the real need for protection of property by the use of paint and varnish. The recent big increase in the trade of this store is a recommendation for this display.

"Save The Surface" Doubles Paint Sale

Montreal Merchant Links Up With Campaign and Doubles His Sales—Advertising Must be Assisted by Effort Behind Counter

WHAT "Save the Surface and You Save All" really means was clearly outlined recently by a Montreal merchant, who last year joined the campaign in a whole-hearted way, and is this season further extending the "movement." (For it was a movement in more ways than one, and it had certainly been the means of causing a faster movement of his paint sales.) What is the campaign? What does it mean? Why should the merchant take a hold of it? Where is the gain? The last two questions could best be answered by his experience, when, since adopting a "Save the Surface" department just one year ago, his paint sales had increased more than 100 per cent. The record of sales in 1921 had more than doubled that of 1920. A record to be sure, and needless to say this same merchant is proud of his achievement.

As a literal translation he said the words meant "a whole lot in a very few words." Many merchants knew this because they knew the value of paint as a surface protector. They also knew their line of paint and varnishes, and their different uses. Up to the present, however, there were many who had not conveyed their knowledge to the consumer. Had not forced home to the property owner, or other paint user, the necessity of paint and varnish. Selling paint on its merits still meant selling it for beautifying purposes to them. The first question, what is the campaign? Most dealers were well aware that it is a campaign to increase paint sales for the manufacturer and retailer alike. By educating the buying public in a true light, the value of paint as a surface saver, and a money saver, the yearly paint turnover in both large and small stores should undoubtedly increase. That it is worthy of more than passing thought has been proven by him, and doubtless other retail stores.

Required Whole-Hearted Effort

To enter the campaign, and to gain by the results means more than a half-hearted effort. It did not mean to this store the mere placing of transparencies on the door and windows at the front, and the use of a window trim in the paint window. Although this means of advertising was used, and undoubtedly helped, real promotion work was necessary from behind the counter and the office. Again, a sign over the paint department is often suggested reading "Save the Surface Department." While perhaps this is one of the best methods of acquainting people with the campaign and the establishment of the new department, it is by no means essential, and in this case would not permit the placing of such a sign. What was really done was an extra effort on the part of store proprietor and salesmen, by fully acquainting themselves with the movement, and studying the real value behind it, they set out to convey the idea to customers. Paint prospects were approached with the argument that delay would ultimately cost them more, that each year's wear and tear from weather conditions meant money out of their pockets.

This selling point worked only to an extent at first, and sales did not show such a marked increase after it was adopted. Customers required more thought on the subject and would leave the store apparently little concerned. Many weeks did not pass, however, before results began to show, and many customers in the community were persuaded to paint last year, particularly in the fall months.

Will Be a By-Word for Generations

"Save the Surface" is Logical Advice That is Fast Becoming Imbedded in Minds of Canadians—How the Merchant May Co-operate With Best Results

Written for May 6 issue of Hardware and Metal by ROYAL CLUXTON, Manager Canada Paint Co., Montreal

"SAVE the Surface and You Save All" is a logical piece of advice that will be taught to our children and passed along for generations to come, along with "a stitch in time saves nine," "an ounce of prevention is worth a pound of cure," etc.

The great "Save the Surface Campaign" has stirred our country to the appreciation of the economy and necessity of protecting property investments with paint insurance. The editors of trade papers, farm papers, and magazines, deserve great credit for their unselfish and splendid support of this great cause.

What are you doing, Mr. Dealer, to cash in on this popular movement? What are you doing to help drive it home? The manufacturers are putting thousands of dollars of cold cash and devoting time and energy in order to improve conditions in Canada; editors of magazines and papers are devoting time and space to help make it a success as illustrated by this splendid issue of "Hardware and Metal."

ROYAL CLUXTON
Manager Canada Paint Co., Montreal

How Merchant Can Co-operate

As you are the one who will benefit the most in a financial way, it is your opportunity to put the final and necessary push behind this popular movement. Here are a few suggestions as to how you can do your bit: —

1. Paint up your own store front and interior.
2. Make several attractive window displays of paint featuring "Save the Surface."
3. Advertise your paint and varnish department in your local newspaper using the "Save the Surface" slogan as part of the ad.
4. Place the "Save the Surface and You Save All" poster, supplied by the manufacturers, over your paint department and in the window.
5. Paint the "Save the Surface" slogan on your delivery trucks and wagons.

Do it now! Make 1922 the greatest Paint and Varnish year. Do your bit with enthusiasm.

Robert P. Laurence, director of the largest steel corporation in Belgium at Brussels has been in Vancouver this week in the course of a trip across Canada in the hope of discovering some means by which his country's industrial life can be accentuated. He intimated that Belguim was very anxious to make a closer trade alliance with Canada.

Gets Inquisitive with Paint Buyers

"Save the Surface" Department of National Hardware, Ottawa, Ont., Radiates Importance of Surface Protection—Paint Stock on Special Shelves Where Close Examination by Customers is Encouraged—Inquisitive Attitude Pays by Frequently Enlarging Size of Order

THE "Save the Surface" movement is "catching on" admirably in Ottawa, due in part to the extensive national advertising, and also in part to the educational propaganda being carried on by a number of hardware dealers. One of the real enthusiasts and champions of this movement who, although only in business for himself a comparatively short time, has contributed to the spread of the "Save the Surface" gospel, is L. LeBlanc, proprietor of the National Hardware, 1109 Wellington street. Mr. LeBlanc has had wide experience, having for many years been in charge of the paint department of the Mulhall Hardware Limited, Bank Street, Ottawa.

"Save the Surface" fairly speaks out to the visitor in the National Hardware establishment. Only a blind man could enter the premises without observing the timely advice. It is painted in bold relief on the wall over the paint shelves, and beckons to the customer from every part of the store, from bright colored display cards. Every delivery parcel leaving the store carries with it the advertising matter of a well known national paint concern, with the name of the National Hardware, the address, and the telephone number, printed in a prominent place. Occasionally this matter is also placed in the hands of customers who come in to make purchases in other departments of the store.

Keep Close Tab on Contractors

"Up to the present moment our efforts have met with very fair success," said Mr. LeBlanc, to the Ottawa representative of Hardware and Metal. We took advantage of the dull season to work up a good clientele for the spring and we have succeeded in getting a line on all the contractors in this section of the city with whom we have already communicated. A certain amount of building is being done in this district at present, and I have succeeded in securing a fairly satisfactory amount of the trade. I do this by keeping tab of the amount of paint purchased by each contractor, and when I think he will be requiring a fresh supply, I communicate with him. Then too, I endeavor as far as possible to find out how many of my customers own their own homes, and with this information at hand, await an opportune moment to preach the 'save the surface' gospel at them."

Mr. LeBlanc's paint display shelves are the very acme of neatness. They occupy almost one entire side of the store, and are built low so that the stock is within easy reach of all customers. "A large assortment of the best brands well displayed, is my idea of silent salesmanship," said Mr. LeBlanc. "I sell only the paints that are good and

(Continued on page 50)

A novel arrangement of paint shelves is that used by the National Hardware, Ottawa, the idea being to place the whole stock within the easy reach of all customers. Linking up with the idea of "Save the Surface," the department goes under that name and by the distribution of literature, sales talks etc., every effort is extended to educate customers to the preservative value of paint and varnish.

Make 1922 Your Greatest Paint and Varnish Year by Adopting and Preaching the Slogan "Save the Surface and You Save All"

Written for May 6 issue of Hardware and Metal by J. J. RILEY, General Manager Flint Varnish & Color Works, Ltd., Toronto

WHAT GREAT ambition should be created in us by the two slogans taken for the title of this article —an ambition to attain a certain end which has as its basic principle not only our own welfare, but the welfare of the community as a whole.

How many of us are really linking our business up with these two slogans, and how many of us engaged in the sale of paint and varnish really are sold on the soundness of the propaganda.

No one can think us selfish when we aim to attain the end above mentioned, for in spreading the slogan "Save the Surface and You Save All" you are doing your community a favor. It is true that you are increasing your own business by arousing in the public mind the thought that they should give their property attention to arrest its depreciation from the wear and tear of age, but this is not selfish, as you are giving them value received, and are saving them money in the long run.

Must Create Business

We are living in an age of creation and are on a buyer's market. The manufacturer or merchant who is to succeed to-day must create business. He cannot satisfy himself with the thought that he is getting his fair proportion of the business available in any particular locality, as there is no means of really telling what business is available. It is true we have statistics to go by, but these statistics in many instances are taken from the past and do not take into consideration the terrific amount of business that can be created by instilling in the minds of the public the necessity for preserving their prosperity by the liberal use of paint and varnish.

You will hear many say that they cannot afford to paint, and that painting is a luxury. Such is not the case, and the old saying "A stitch in time saves nine" is very applicable in this case. A survey of the property in any locality will show a notable number of instances where painting is an absolute necessity, and the proper argument put up to the owners of property based on good sound facts such as are expounded in the literature of the "Save the Surface" campaign, will bring many property owners to the realization that their property has been burning up, due to progressive oxidization, and that they have stood by and watched this happen without giving it a thought.

Many Articles Decay

Let us turn to our own affairs first and find how many articles we are allowing to decay due to the lack of paint and varnish application. It will surprise us; and in order to convince others, we must first convince ourselves that the campaign now being conducted from coast to coast has the public's interests at heart as well as the desires of those engaged in marketing paints and varnishes to increase their business.

Preach this doctrine to your employees; tell them your aims. Likewise, enlist the aid of your friends to spread the propaganda—"Save the Surface, and You Save All."

The hardware dealer should familiarize himself very thoroughly with the uses of different paints and varnishes; the specifications needed for the repainting of property, and should pass this information down to his clerks so that each might know what to recommend for particular surfaces, taking their present condition into consideration.

If we all get behind this propaganda our books will show at the end of the year 1922 that it has been our largest year in the sale of paint and varnish, and in accomplishing this end we will have given employment to a number of men who otherwise might be unemployed during the coming months.

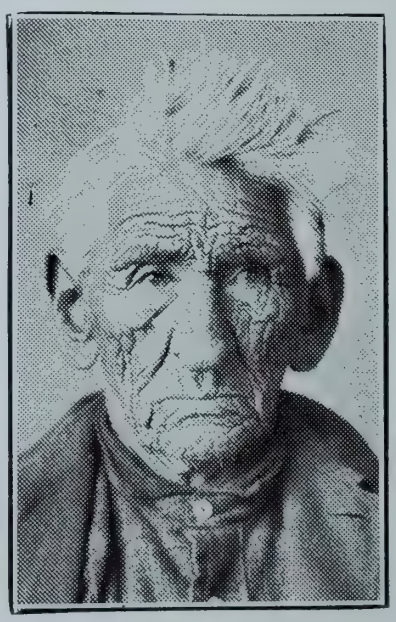
GETS INQUISITIVE WITH PAINT BUYERS

(Continued from Page 49)

therefore have no hesitation in recommending them to my customers."

Asked for further information as to his selling methods, Mr. LeBlanc first of all explained that he was located in a section of the city where the most of the people did their own painting, where there was a steady demand for ready mixed paints. "Many of my customers are women," he said, "who usually seek information as to the proper method of handling. I usually find out first of all, what they are going to use the paint on, and then ask them how they intend using it. As a rule I find that they are ignorant as to the right manner of handling, and then I proceed to explain what they should do. This, I figure inspires confidence, and thus makes permanent customers. I point out to most of my customers that one of the most important things to remember in using prepared paint is that it should be thoroughly stirred. Very often this saves trouble, for it has been my experience in dealing with people unaccustomed to using paint that often they bring a can back and insist that it is no good, whereas had they stirred it properly they would not have had any complaint to make."

Mr. LeBlanc is busy at this time carrying out plans for pushing his paint trade as much as possible this spring. One outside wall of the building lends itself admirably to publicity matter, and he has taken advantage of this by having a large "Save the Surface" sign erected there. In addition he is having a large number of post cards printed with his name and address and an outline of the goods he has for sale. These he will endeavor to get into the homes of as many people in the community as possible. The National Hardware is particularly fortunate in its display windows. There is twenty feet of window space in the front and five feet on the side. Mr. LeBlanc plans to put in attractive paint displays throughout the busy season.



KA-BE-NA-GWA-WES

When he was born 127 years ago on an Indian reservation in Minnesota, the slogan "Save the Surface and You Save All" was not known. So he neglected his face—and now look at it.

HARDWARE MERCHANTS BENEFIT BY BIRD HOUSE CONTEST

Sarnia, Ont.—The bird house contest, being conducted by the chamber of commerce for the Dominion Parks Board through the school children of Sarnia, is meeting with spontaneous interest on the part of the children and already the school principals report entries in excess of 100 houses. One of the special features of the bird house contest this year is a request on the part of J. B. Harkin, Chief Commissioner of Parks, that the bird houses be offered for sale to the public.

The Sarnia contest differs from the bird house contests conducted in the past in that provision is made for prizes for several kinds of houses, as well as for bird shelters and bird baths. The hardware dealers in the city report a heavy demand on the part of the school children for nails, tacks, screws and paint. The entries are all in, and on display in the window of the Sarnia Hardware Company.

What is Definition of a "Price Cutter?"

"One Who Gets on the Average Less Than it Costs Him to Replace His Goods and Makes a Profit," is One Way of Defining the "Price Cutter"—Read This Article—It Will Help You

By HENRY JOHNSON, Jr.

THE EDITOR of Hardware and Metal writes me thus:

What is your definition of price cutting? Would you consider a merchant a price cutter if he humped around and picked up a certain article at a lower price than the regular and sold it below regular retail price, and at the same time made his regular percentage of profit? Or would you consider this good merchandising? Is a price cutter a merchant who advertises certain branded popular lines at cost or below to attract trade to his store and loses money on that particular transaction? I have had several complaints from merchants in a certain city on the subject of price cutting. They ask for assistance in trying to abate the evil, so I would be glad to have your opinion on the subject.

If you stop to give it serious, careful, sober consideration, unbiassed by some condition of occurrence which may hurt you personally at the time, maybe you will find it difficult to define price cutting.

Certainly, I should not say the merchant first asked about was a cutter. If by "humping around" you can buy anything on such a basis as to enable you to sell it below regular figures and yet make your normal margin, surely that proves that others might do likewise. That probably means that the "regular" retail price is too high and should be reduced. I should say this is good merchandising from both the standpoint of the retailer who thereby attracts trade and the public which thereby gets better service and a more equitable deal.

As to the man who advertises popular brands at cost or below to attract trade—that depends. Suppose that man figures that he can spend 2½ per cent. of his sales for advertising. On $100,000 sales, that is $2,500 a year, $208.33 per month. Suppose he has the habit, so long continued as to be known by the people of his town, of using a single column, five inch space every Monday night in the local paper, and that said space costs him $25 each week. That space, then, consumes approximately $100 each month and he has over $100 surplus.

Advertising Includes All Mediums

Now what is advertising? Is it not any paid-for means to attract business? If so, then any medium used to bring people to your store is advertising, and so long as it is legitimate, on the level, fair and not against public policy, any merchant has a right to use it. Further if this means is open to all, nobody can find fault with its use.

So let us suppose that this man decides to consume his extra $100 per month in specially reduced prices, thereby giving his customers $100 in price concessions instead of giving that sum to the newspapers, who shall say this is not legitimate?

Go further. Assume that this policy results in an increase of business so that our merchant sells $125,000 with only the added expense of an extra boy, other expenses remaining constant so that expense ratio is reduced by a sixth—say from 18 to 15 per cent.—why cannot that man divide this advantage with his customers, or give it all to them? Such increase would yield him $625 a year more advertising money, plus savings of $675 on expenses. He might very easily, therefore, turn back to his customers through special prices, an additional aggregate of anywhere between $650 and $1,300—and proceed to build

THE LITTLE RED ROOSTER

Said the
little
red rooster
"Gosh all hem-
lock! Things are tough.
Seems that worms are get-
ting scarcer and I cannot
find enough. What's
become of all those fat
ones is a mystery to me;
there were thousands thru
that rainy spell—but now
where can they be?" The old oo
black hen who heard him didn't ooooo
grumble or complain, she had gone ooooooo
through lots of dry spells, she had lived oooooooo
through floods of rain. She flew upon the grindstone and gave her claws a whet, as she said "I've never seen the time there weren't worms to get." She picked a new and undug spot; the earth was hard and firm. The little rooster jeered: "New ground; That's no place for a worm." The old black hen just spread her feet, she dug both fast and free. I must go to the worms," she said, "the worms won't come to me." The rooster vainly spent his day, through habit by the way, where fat round worms had passed in squads, back in the rainy days. When night-fall found him supperless, he growled in accents rough: "I'm hungry as a fowl can be, conditions sure are tough." He turned then to the old black hen and said "it's worse for you, for you're not only hungry but you must be tired too. I rested while I watched for worms, so I feel fairly perk; but how are you without worms too, and after all that work." The old black hen hopped to her perch and drooped her eyes in sleep, and murmured in a drowsy tone: "Young man, hear this and weep.
oooo
oooo
oooo
oooo

"I'm full of worms and happy too, for I've dined both long and well,
The worms are there as always—but I had to dig like....."

Oh, here and there red roosters are still holding sales positions,
They cannot do much business now, because of poor conditions,
But soon as things get right again, they'll sell a hundred firms;
Meanwhile the old black hens are agobbling up the worms.

his business further by geometrical progression.

So what shall we say? Can we think of any way in which this freedom of action shall be curtailed? Can we honestly say that its curtailment would be for the public good? And let us remember that, however we may feel about it, the public good must set the limits everywhere.

Let us ask ourselves further: Are we ourselves ever guilty of doing just such things as we object to in others? Have we never sold anything below "regular?" O, yes—maybe sometimes when we got stuck on too much. Well, did it occur to you at that time that perhaps your neighbor did not have too much of that article and that maybe your cut prices hurt him and made him sore?

Depends on Whose Ox is Gored

Once a salesman offered me some merchandise 10 cent size for 30 cents the dozen. It was all of one kind of excellent quality, but it had not moved and this was a clean-up. I bought some and offered it special for 5 cents the can. It sold. The sale built trade for me. It was unquestionably below "regular." Would you call that price cutting?

Let us have in mind that the play of individual initiative must not be circumscribed, that the liberty of each to serve for less or serve better must not be curtailed, for from these, springs the true life of trade through wholesome competition. Thus the law of supply and demand works unhampered. What we should not want to give up ourselves we must not seek to take from others.

So, what is price cutting?

One kind is where a concern having many branches and large distribution depresses prices below the point where the business is self-sustaining to squeeze out competition. Such cutting has been subject to injunction in more than one instance. That is true piracy, illegitimate and should be stamped out everywhere.

Another kind is where goods are sold at a general level that does not admit of earnings sufficient to carry the business. That kind is very common. It provides its own ultimate remedy through the bankruptcy courts. Trouble is, it is slow. Its process upsets merchants who know what it costs them to operate. There are several ways to remedy this. And, after all, what you want is a remedy—that is really what you are interested in. All right: here goes.

The remedy I give has been used, so it is not mere theory. It is for each merchant to meet the cut prices of any merchant who makes a practice of attracting trade through prices so low as to impress you as "cut."

Let every one of you, or as many as may be interested together, watch every advertisement of the man you are after and meet his prices on the specials he uses. Note that I say meet. I do not say beat. Just set out in your store, prominently, but not too prominently, every item he advertises and mark it with exactly his advertised price. Never mind how close his figure is—whether it pays or not is immaterial. Just meet his figures.

If you make no great fuss about this, just marking at his figures, and naming those special prices quietly when your customers ask, immediately people will get the impression that there is, after all, nothing particularly "special" about his offerings and his "cuts" will fall flat. Such action should be preceded by a determined attempt to get that man into your association if you have one. If you have not one, get it at once. But make no threats—just be friendly.

The effect of such action as I suggest is not only prompt, but the cost to anyone is trifling. You put the cutter into the position of fighting all the rest of you. And what happens?

Either you kill him off, because he is operating on a basis that does not pay, or you fail, probably because he teaches you that your prices have been too high. Then you all prosper additionally through the added business that always follows vigorous merchandising along right lines. That will be good for all.

But this is the only way—to test things and fight 'em out. Nobody can help you except yourselves. You have got to fight your own battles. Help invariably comes from within, for it cannot come from without.

And come to think of it, probably this is the only definition of a price-cutter: the one who gets on the average less than it costs him to replace his goods and makes a profit!

Margins Protected by Manufacturer

This entire question brings up that of prices protected by the manufacturer. That is a thing of which I have been an advocate for many years. I feel that any manufacturer who so elects should be at liberty to name the resale price

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Direct Relations Best in Export Trade

Loss Has Sometimes Been Sustained Where Done Through Export Houses—European Conditions as They Affect the Canadian Exporter

C. G. McGHIE of Welland Vale Manufacturing Company in a recent address to the Toronto Export Club, speaking of export trade in general, said that during his long experience he had found that permanent business could be built up only through direct relations with the foreign customers. His firm had never lost money when dealing directly, but they had lost on occasions when they had done business through export houses.

Mr. McGhie returned a few weeks ago from a business trip to England, France, Belgium and Germany, where he was able to make a careful study of conditions as they affect the Canadian exporter. In Germany he found that the depreciated currency was working out to the advantage of the country. This was because within the boundaries of Germany the mark was being kept at a purchasing value of about four cents, while its gold value outside fluctuated around .39 cent. This meant that the workman who got 100 marks a day could buy goods to the value of $4 in Germany, while the labor cost of his product when exported was only 39 cents. This was encouraging buying at home, giving the Germans a great advantage in competing for export trade and making it practically impossible for the foreign exporter to do business there.

In other countries with depreciated exchange the situation was not so bad, as the purchasing value of their currency had declined with exchange value. In general, however, he had found that the countries with depreciated currency were the ones that were busy, and they are manufacturing goods which they had previously imported. In general all European countries were keeping trade within their own boundaries, and would import goods only when they could see definite advantages in doing so. The trade of Germany, in his opinion, was limited only by the ability to supply, and English manufacturers were doubtful of the permanency of what trade they were getting, as in many cases orders were going to them only because of the uncertainty of German supply.

An address on marine insurance was given by C. B. Pakenham of the Western Assurance Company, in which the speaker urged the necessity of patronizing reliable companies. A number of inexperienced brokers and insurance companies had begun underwriting marine risks during the war when the high profits from war risk premiums made the business particularly attractive. Now that the war was over, their inexperience was causing difficulties to themselves and their clients.

The speaker explained the conditions and clauses of the marine insurance policy, showing how rates were fixed according to the vessels, the management of the line, the class of goods, etc.

Referring to the heavy losses from theft and pilferage which had been sustained during the past few years, Mr. Pakenham said that exporters could assist in reducing these by using strong containers and by keeping goods moving. If a package is left on the docks four or five days before being loaded there is a chance of theft, but if it reaches the docks just in time to catch the steamer it is generally safe. Some improvement in the matter of theft was being seen in the case of goods sent to England, but other ports were still unsafe.

Re-Modelling Store Interior Increases Hardware Sales 25%

Cost of Serving Per Customer is Much Reduced by Use of Modern Equipment—Stock Kept in Better Condition and More Accessible—Ads. Deal With One Line at a Time

ROBERTSON, Foster & Smith, Ltd., like all up-to-date hardware merchants, have considered it to be worth while to re-model the interior of their retail store. Some time ago, a splendid set of modern fixtures were installed, including wall show cases, silent salesmen and a cash carrier system. The manager of the retail department, W. P. Carlton, is of the opinion that the retail sales have increased at least twenty-five per cent. owing to these improvements. Mr. Carlton says that customers can now be served much quicker, the stock kept in better condition, and it is also much easier to keep up the stock. The loss caused by selling out before goods are re-ordered is practically eliminated. This is a most important matter for the hardware man, as a sale lost through being out of stock is never regained, the customer in almost every instance goes to another store where the article he requires can be secured right away. Very few wait until the merchant's stock arrives.

Seven Display Windows

Roberston, Foster & Smith, Ltd., have no less than seven windows facing Dock Street, St. John, and these are kept well trimmed. Four of the windows are devoted to the showing of heavy hardware, such as grind-stones, forges, shovels, spades, contractors supplies, building material, etc., although it is difficult to make very artistic displays of this class of material. Some hardware men carry this class of goods in warehouses where they cannot be seen by the public. The remaining three windows are devoted to staple lines of hardware, and great care is shown in the trimming of these windows. These are constantly changed, and as the same people are passing the Robertson, Foster & Smith store each day, going to and from business, there is always something new on view. Mr. Carlton believes that it is a great mistake to leave goods too long in the windows, as passers-by soon tire of seeing the same goods each day, and lose interest in the displays.

Cash Carrier is Valuable

The cash carrier system has proved to be a big time saver, both for customers and salesmen. Fewer mistakes are made, and it is possible to serve one customer while another is waiting for his change. The rope department is well equipped with spools, each carrying a different size of rope. It has been found that this method of handling rope is far ahead of the old system of keeping it in bins. It is possible to tell at a glance how much rope is in stock but with the old method it was usually the last piece that showed the stock had all been sold.

In an interview with F. A. Foster, director and general manager of the com-

Present appearance of the re-modelled store interior of Robertson, Foster & Smith, Ltd., St. John, N.B., is depicted herewith. That the improvement in display fixtures and layout could result in such a substantial increase in business is ample testimony of their importance. Modern showcases catch the eye of the customer entering the store, and these display the goods to splendid advantage. Samples of tools and other shelf lines are affixed to the doors of cabinets, drawers, etc., along the walls and customers may examine these lines with ease.

pany, Hardware and Metal, was told that during the past year they had been watching declines in price very closely, and that it was their policy to put new prices in effect at once, and not wait until old stock was sold. He considered it to be a big mistake to hold on to old prices, as the merchant who is the first to reduce his prices always gains prestige with his customers, and a customer always remembers paying more for an article than he would have done had he bought it at another store. Messrs. Robertson, Foster & Smith, Ltd., have a large and well equipped office, containing all the modern machinery necessary to efficiently handle their large business. A fair amount of advertising is done in the local newspapers, and each advertisement is usually devoted to one line of goods, as it has been found that it is better to specialize in the sale of certain lines rather than to attempt advertising on general goods in a broad way.

Opportunity For Export Trade

Guelph, Ont.—Impetus was given to the Made-in-Guelph show which is to be held in Guelph during the week of May 8 at a largely attended Members' Forum meeting in the Chamber of Commerce. Enthusiasm in connection with the coming exhibition was in evidence on all sides, and in attendance at the gathering was a large representation from the local manufacturers who intend to exhibit their goods during the Made-in-Guelph Show. Those present also heard a splendid address by H. R. Pousette, director of the Intelligence Service of the Department of Trade and Commerce, Ottawa, who gave some interesting details regarding Canada's export trade, and the opportunities that are now presenting themselves to the manufacturers of this country in the markets of the world.

Mr. Pousette gave some interesting figures showing how Canada's export trade has grown since 1890. In that year the total export trade amounted to $85,000,000 of which amount manufactured goods totalled 6.7 per cent. In 1900 it had jumped to $171,000,000, with manufactured goods amounting to 8.3 per cent. The figures in 1910 were $279,000,000 and 11.2 per cent.; 1914, $432,000,000 and 13.3 per cent.; and in 1921, $1,189,000,000 and 39.2 per cent. For the 12 months ending December last the manufactured goods for export trade amounted to 428,000,000 or double that in the same period in 1914, while for the month of January this year it had reached a total of $47,000,000, or $27,000,000 more than in January, 1914.

He also pointed out that the export trade of the United States had increased 1,500 per cent. since 1890, and declared that Canada had just as great an opportunity to grow as had the country to the south of us.

Questions and Answers

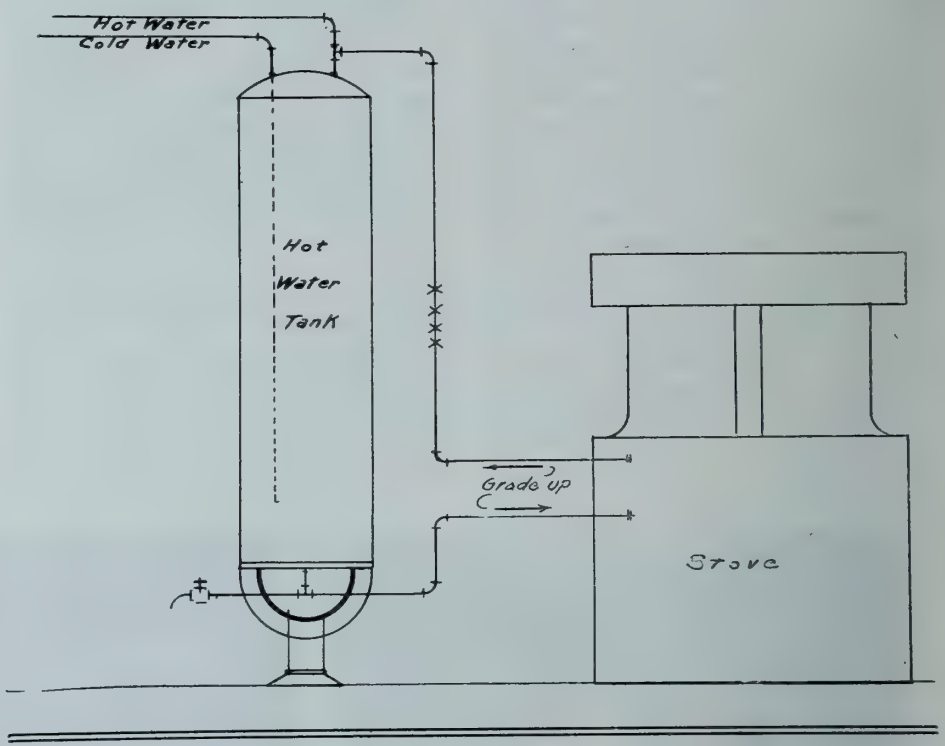
Question:—With a fire in stove below when electric heater is placed what will be the result?

With such a lay-out as this will the heater work or not?

Answer:—There is no apparent reason why such a system as this will fail to work properly.

The arrangement of the piping is good and, in our opinion, is about as efficient as any that could be devised.

You will note that we have made a note of "grade up" at the water-back connections. We have done this because it is in poorly graded connections here that much of circulation troubles arises.



Percy J. Southerland of Southerland Bros., hardware brokers, Winnipeg, has returned from Port Arthur and Fort William and reports that business is showing up fairly well in the Twin Cities.

Novel Plan for Selling Electric Appliances

In the hardware department of the Hudson's Bay Store in Victoria, B. C., a new scheme is being tried out in the selling of electric washing machines. Mr. Mowry has, through the store's advertising, started a club, which is composed of those who can be induced to pay a deposit down and the regular weekly instalments on a washing machine. The plan is progressing favorably at the present time, Mr. A. S. Woolard, the advertising manager, reporting to Hardware and Metal that the new angle on the instalment sale plan is effective in getting the machines into the homes that probably would not take kindly to buying a machine on "the instalment plan."

To join the club the householder pays the initiation fee of $5 and pays "dues" of $3.50 per week, and the washing machine is put into the home at once. Prospective club members are invited, through newspaper advertising to visit the basement of the Hudson's Bay Store and see the machine after which the club is named. A factory demonstration is conducted and the good Victorian housewives are, without the formality of a goat ride, taken into full membership on payment of the membership fee.

The plan is working well.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Hardware Clubs of Two Coast Cities Join

Vancouver and Victoria Organizations of Hardwaremen Join as a Provincial Organization—Shipments of Tinplate, Glass and Steel Arrive

VANCOUVER, B. C.—Several distributing concerns are busily engaged in getting out the Siberian order. There is a steady demand for all lines of building hardware due to the construction programme which continues active. There have been minor price adjustments this week. Collections have been slow.

Canadian Stillson wrenches are down about ten per cent. Five per cent. cuts have been made in emery cloth and sandpaper. Copper wire coat and hat hooks are down to the extent of ten per cent., the new list price being $1.35 a gross for the three inch size. Horse shoes are a cent per pound easier and single and double bit axes have been lowered ten per cent.

There is a good demand for garden and harvest tools and poultry netting and wire are meeting with a good sale not only from local retailers but from the upper country and Vancouver Island districts as well. Paint is moving out steadily and dealers are making no complaints as to the lack of business.

While trade is being conducted on very conservative lines, it is interesting to note that failures in the hardware trade are practically nil while in other trades they are unusually few compared with other distributing centres of Canada.

An interesting announcement this week is the amalgamation of the Vancouver and Victoria Hardware Clubs. In future the former will function along the lines of a provincial organization, largely for social purposes. The addition of the Victoria Club which embraces only retail storekeepers gives considerable strength to the larger body and it is predicted by officials that the mainland organization will now be enabled to render even greater service to its members. The business end of the club is in the capable hands of R. A. Ogilvie. The amalgamation became effective on May 1. The Island body was organized about four years ago and at present is being directed by R. R. Taylor as president. A delegation from the mainland will accept the invitation of the Victoria hardwaremen to attend their picnic which is to be held across the Gulf on June 14.

One of the most interesting vessel arrivals this week was the Holland-America liner Kinderdijk with a large shipment of tinplate from Wales which is to be used in the making of cans for the fishing interests. The same boat brought a sizable consignment of plate glass and steel from Antwerp and German toys for the local market, shipped from Hamburg.

In the Supreme Court this week the solicitor for the firm of Wood, Vallance & Leggat secured an amendment to the charter powers of that company permitting it to distribute its surplus capital over and above its registered capital of $156,000. It was stated in court that the company has assets of more than a million dollars to distribute. When the sale of the company's stock was made to the Marshall Wells interests several weeks ago, neither buyer or seller would name the purchase price and this is the first time that anything like a consideration was stated. The purchasers took over the assets on replacement terms. John Dunsmuir, director of Wood, Vallance & Leggat is acting in the settlement for that firm.

WESTERN CANADA NOTES

Vancouver.— The Collingwood Hardware Co. on Joyce Road has been registered with Albert E. Ducklow as the principal owner.

Prince Rupert.—The business of the Skeena River Co-Operative Association, Limited is being offered for sale by George Rorie, trustee. The stock which includes hardware, is valued at $1,188. The firm has been doing business at Terrace on the line of the Grand Trunk Pacific.

About the middle of next month, the new B. C. Manufacturers Building at 929 Granville Street, Vancouver, will be opened as an industrial and community centre. The entire five floors have been taken over by the Association and products of the coast province will be given ample space for display purposes. The hardware trade, at least that section which manufactures in British Columbia is taking an active interest in the new venture and will have permanent exhibits. Secretary Jas. Hart reports an active demand for space. The third floor will be devoted to furniture and household requirements, one half of which must be manufactured in the province. Arrangements have been made whereby the spacious ground floor windows will be utilized by various firms a week at a time.

WESTERN CANADA NOTES

The retail hardware and business of W. C. McIntyre at Alberine, B. C., has been sold to Carter & Murray.

C. C. Craig of the C. C. Craig Co., manufacturers' agents, is on a business trip as far West as the coast calling on the wholesale trade.

W. M. McCoig, formerly of the Edmonton branch of Wood-Vallance Co., is now on the road as salesman replacing A. F. McDermid.

The staff of Whyte and Orr's hardware store, Daysland, have beautified the interior appearance of the store considerably by painting and varnishing the shelves, etc.

Dave Miller who has been assistant in the catalogue department of Wood, Vallance Co., is now on the road as salesman for this firm covering the territory north of Brandon.

The Sturdy hardware store at Revelstoke, B. C., was damaged by smoke and water in a fire which broke out this week in an adjoining store. Partial insurance was carried.

The Main Hardware, Vancouver, B. C. is opening up here with a retail store on Main street, at the corner of Seventeenth avenue. Le Roy H. West is the principal.

The retail hardware firm of Share Bros. which several years ago acquired the retail end of Wood, Vallance & Leggat's business here on Cordova street has purchased the entire stock of the London Grocery at 627 Hastings west, including the meat department and the lease. As soon as the produce is disposed of, Share Bros. will open up another up-to-date hardware store. It is an unusually desirable location.

In an interview with Hardware and Metal, N. E. Horton, Winnipeg, manager of the Glidden Company, Limited, who has recently returned from a business trip, reports a marked improvement in feeling among the retail trade all throughout the West, and with prospects of more than an average amount of moisture to start seeding, dealers are optimistically expecting the 1922 crop will get away to a good start.

Mr. Horton found paint stocks on the dealers' shelves in most cases low, but by linking up with the "Save The Surface" advertising, they confidently expect and are working energetically to make 1922 the greatest paint and varnish year.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations | Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, MAY 6, 1922.

Good Time to Put "Save the Surface" Idea Across

DURING THE year which has passed considerable progress has been made in spreading the gospel of "Save the Surface and You Save All" throughout Canada. A greater measure of co-operation on the part of retail hardware merchants has been evident, and it is with some pride that Hardware and Metal is able to present in this issue a great deal of editorial evidence of the active manner in which many hardware merchants in all parts of the country are linking up with the campaign. Such evidence could be further continued and enlarged upon for there are scores of merchants who are known to be actively linking up with this campaign whose methods have not been outlined editorially as yet. Those appearing in this issue have been carefully selected with the idea of presenting as many helpful selling ideas as possible and also to represent all parts of the country.

Last year at this time Hardware and Metal presented a "Save the Surface" issue outlining suggestions as to how hardware merchants could link up with the campaign. Throughout the year this has been followed up by dozens of articles showing what retailers have been doing. These suggestions have been followed out in many cases and the articles and illustrations appearing in this issue are but a small indication of how hardware merchants have made use of the suggestions provided them.

This is the season for Clean-Up and Paint-Up movements in various localities and no better opportunity is offered for the merchant to put the "Save the Surface" idea across while people are thinking of paint. Educational effort is needed to change the consumer's viewpoint to one of appreciation of the value of paint as a preservative as well as a beautifier. When this result has been achieved the tendency will be to look upon paint and varnish as a necessity, to receive first consideration periodically. Appropriations will be made to cover the cost as they are now made to meet life insurance, taxation, etc. There are few movements which will confer greater ultimate benefit upon the community than the adequate use of paint and varnish. There is nothing so uneconomical as the sparing of expenditure on necessary surface preservation. With this idea in mind many hardware merchants are swinging aggressively into a bigger stride in respect to paint and varnish business and are working successfully in the knowledge that their efforts are not altogether mercenary but in the interests of a national movement which has as its basis the encouraging of economy, the beautifying of properties and the protection of certain of our chief natural resources against the depreciation incident to exposure to the elements.

* * * *

An Outcrop of the Depression

A VANCOUVER hardware merchant is of the opinion that retailers engaged in this trade will have to look more closely to their business in future in view of the fact that many of the lines which the hardware merchant has considered to belong primarily to his trade are being usurped by other stores. He cites the fact that paint manufacturers are opening direct agencies handling paint exclusively, seed stores sell lawn mowers, drug stores sell razors, cutlery, vacuum bottles, furniture stores sell screen doors, etc.

Truly the hardware trade must give some thought to means of maintaining the dominant place in the selling of such lines, but the real solution rests with the individual hardware merchant, who must see to it that his store is always regarded as the logical place to purchase such requirements. In this he already has a big advantage, for the hardware store has been looked upon for years as the logical channel of distribution of paint, lawn mowers, cutlery, screen doors, etc. It is merely up to the hardware merchant to see that he keeps abreast of the times and makes the best use of this advantage. The other stores now trying to get a share of such business are the ones who are handicapped. Throughout retail business, the conditions incident to the depression have encouraged the broadening of the distribution of many lines of merchandise. Retailers in certain lines have renewed their endeavors to secure exclusive distribution of certain lines, as electrical dealers are now doing, while retailers in other lines of trade are showing an increasing disposition to take on the sale of lines as indicated in this article. The problem will not be solved by restrictive measures such as seeking means to confine distribution to certain trades or to put the onus on the manufacturers or wholesale distributors to confine their distributing facilities. Such measures are not in keeping with the times. The present condition is an outcrop of keen competition and it will be a case of the survival of the fittest. The hardware merchant ranks high as a merchandiser and as an executive but only aggressive action on his part will hold for him the envied position he is in.

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Heavy Burden on all Industries

EARLY indications from Ottawa are to the effect that by July there will be considerable reduction in freight rates, notably in Western Canada where a return to the Crow's Nest Pass agreement is expected. This agreement gave a heavy subsidy to the C. P. R. on condition that that line grant reductions in rates if the government helped largely in building a line through the Crow's Nest Pass. During the war this was held off and if parliament does not renew it rates will decline considerably it is said. This would affect hardware, agricultural implements, household furniture, etc.

This possible action brings up the whole question of freight rates and it is possible that some progress will be made before long in the revision of rates so as to encourage trade as much as possible. Just how this will be done with the railways already a heavy financial burden on the country is not now evident but the governmental body which is making a study of the railway situation may before long make some concrete recommendations. Certainly some steps are needed to help lift the burden of the agricultural industry of Western Canada due to heavy transportation costs. British Columbia wants freight rates on the mountain section that will make it possible for that province to compete with the eastern provinces in the supplying of the needs of the prairie provinces.

"Tout Passe"

(Everything Changes)

THE FRENCH have a proverb which begins "*Tout passe*" (Everything changes). This contains the germ of an idea which should be good medicine for the business man who is inclined at the present time when trade is quiet to rest on his oars and delay making preparations for the busy period until that period actually arrives.

Everything in this world is continually changing. Some philosophers even tell us that there is no present; there is only the past and the future; the past is gone and to-morrow, even the next hour, the next minute, are in the future. And in the future only one thing is certain, that is, change.

So conservative is human nature that the great majority instinctively assume that whatever conditions exist at the moment must continue to exist for some time to come. The direct contrary is, of course, the case. The philosopher knows that whatever else may happen one thing is certain, viz., whatever is, is not going to continue.

Why is it that only the few can make money in stock exchange speculation? Because the ordinary man waits until prosperous times appear to him to have become established and to have become a permanent institution before he buys. And in most cases he then finds he has bought at the top of the market. On the other hand, when things are at their lowest and he could buy with a prospect or almost a certainty of profit, everything appears to him black and he cannot see any likelihood of change. The shrewd operator, however, knows that when things look at their worst it is time for them to mend. This is the time he chooses for buying and when everything is booming is the time he picks for selling.

We may not be on the eve of a big boom, but one thing is certain, things are not going to remain as they are for long.

Now is the time when shrewd and far-seeing men are preparing for prosperous times. They are making preparations so that opportunity may not take them unawares. They see that now is the time to cultivate trade and make their products known so that when the tide of prosperity is on the flow they may be in a position to take advantage of it and reap the benefit of their foresight.

If anyone tells you we are in for several years of business depression, take heart and be assured that this is a sign we must be nearing better times.

In the spring of 1918 many well-informed men predicted three further years of war. The war ended that autumn.

In 1920 many business men spoke of three or four more years of prosperity. The prosperity wave was even then on its ebb.

These men like the great majority did not realize that everything changes. Are you going to place yourselves among their number, or are you going to rank among the minority and bear in mind the proverb—*Tout passe?*

Events in the Trade

BUSINESS CHANGES

Penetanguishine, Ont.—D. W. Kennedy has sold his hardware business to A. R. MacDonald.

* * * *

Mt. Forest, Ont.—F. E. Henderson has sold his hardware business to Messrs. John and Jabez Barnard, of New Liskeard, who get possession on the 15th of June next. Mr. Henderson came to Mount Forest from Winnipeg, Man., eleven and a half years ago, without any previous hardware experience and has built up a successful business. The new owners are former residents of this neighborhood, and left here for the north country seventeen years ago, where they have been successfully engaged in the lumber manufacturing business during that time.

Mr. and Mrs. Henderson and family expect to move about July 1st. to Pasadena, California, where Mr. Henderson expects to go into the hardware business again in a larger city store, negotiations for which were begun during his recent visit to California.

OBITUARY

Joseph P. Rogers, director of the Queen City Oil Company, Limited, manager of the lubricating department of that company, and a director of the Imperial Oil Company died in Toronto. The late Mr. Rogers came to Toronto in 1876, and shortly afterward entered into business with his father, the late Samuel Rogers, and his brother, A. S. Roger, under the firm name of Samuel Rogers and Company and later under the name of the Queen City Oil Company. Ltd.

H. E. Rice, general superintendent of the Dominion Iron and Steel Company, Sydney, N. S., died at St. Vincent's hospital, New York, following a sudden attack of pneumonia.

IN HARDWARE BUSINESS FOR FIFTY YEARS

By the sudden death of John Harland, Clinton loses one of its most highly respected citizens and business men. Mr. Harland had been in the hardware business for over fifty years. He was in his seventy-fifth year. He leaves one son, Leonard, and two daughters.

PERSONAL

David Brewer of A. MacFarlane & Co., Montreal, is leaving this week for an extended trip through the Western provinces to the coast, and will be away from his Montreal office for about seven weeks.

TORONTO HARDWARE CLUB MEETING

The regular monthly meeting of the Toronto Retail Hardware and Paint Club will be held on Monday, May 8, at Hunts Tea Rooms, Yonge St. One of the features of the evening will be the address on the manufacture and sale of brushes by John Billinghurst, sales representative, The Boeckh Co., Toronto.

DEATH OF BISSELL CARPET SWEEPER OFFICIAL

The death is announced of Robert E. Shanahan, secretary and general manager of the Bissell Carpet Sweeper company and for 40 years associated with that firm. From a farm boy Mr. Shanahan rose to a prominent position in the company. He came to Grand Rapids, Mich. and became associated with

LATE ROBERT E. SHANAHAN

his brother Maurice who had been in with M. R. Bissell in the crockery business and who in 1874 assisted in founding the Bissell Carpet Sweeper company. Mr. Shanahan rose steadily from one position to another holding positions as advertising manager, sales manager, assistant secretary, secretary and general manager, which latter position he held at his death.

MONCRIEF COMPANY LEAVING GUELPH

Guelph, Ont.—The local branch factory of the Moncrief Furnace and Manufacturing Co. of Cleveland, which has been in operation for the past three years, is closing down this week, and the machinery and equipment at the Guelph works will be shipped back to Cleveland at once. A. D.Greig, who has been managing the Guelph branch for the past six months will return to Cleveland to take over a position at the head office of the company.

BIG ELECTRICAL SHOW OPENS AT KITCHENER

Kitchener, Ont.— A big electric exhibition was opened here this week and one of the largest and most unique displays of electrical equipment ever shown on this continent is being shown in the Auditorium.

The large building is filled with the most modern inventions, some of the foremost firms in England, the United States and Canada being represented. A complete radio phone equipment was installed and nightly programs given in Toronto and Pittsburg were features at the exhibition. The city was brilliantly illuminated during the week.

Sir Adam Beck and other men prominent in the electrical world were present during the week.

SUCCESSFUL SPRING OPENING IN HARDWARE STORE

St. Thomas, Ont.—The fourteenth annual spring opening of Ingram & Davey Limited, was a huge success. The anniversary took the form of a well-prepared sale of all classes of hardware, paints and varnishes. Huge crowds poured in and out of the store from 8 o'clock in the morning until closing time.

The feature of the day was the bargains available in aluminum. By 8.30 Saturday morning virtually this entire department had been cleaned out. Over sixteen demonstrators of the various lines of merchandise were present and greatly accelerated business activities throughout the day.

Discussing the outcome of the sale with one of the members of the firm, Hardware and Metal was informed that it exceeded former years by a considerable margin. In fact, this member of the firm remarked he had never witnessed such extensive buying as took place.

Special decorations had been installed, adding a springtime effect to the entire establishment. G. Lawrence Davey, manager of the upstairs department, which includes toys, perambulators, hammocks, porch swings and electrical supplies, reported business exceptionally brisk. Cook books were given away with each purchase.

CONSIGNOR PROTECTED ON FREIGHT CHARGES

The U. S. Interstate Commerce Commission has issued a new form of bill of lading, in which there is a clause awaiting the signature of the consignor that relieves him of any responsibility in connection with the freight charges. It is sometimes found that the railways have claims against a bankrupt firm for unpaid freight. Not being able to collect from the bankrupt consignee, the consignor has occasionally been pressed for payment. The clause in the new series of bills of lading frees the consignor from any recourse from the railway in connection with unpaid freight. It is understood that the change came into effect on March 15, but Canadian shippers of products to the United States have been receiving notifications only within the last week.

LARGE HARDWARE PURCHASES

Isaac Taylor, managing director of the Taylor & Drury mercantile firm at Whitehorse and other northern points and who has been "out" for the past eight months, recently left for the north on the C. P. R. boat, Princess Mary. During his trip which has been one of combined business and pleasure, he visited England and the battlefields of France in company with Mrs. Drury and members of his family. He purchased a considerable amount of cutlery in England. His purchases will aggregate four hundred tons consisting of building materials, hardware, etc.

WESTERN ONTARIO NEWS

Mrs. W. J. Heaman of Exeter and her son Fred, were recent visitors with friends in Toronto.

* * * *

Every hardware merchant at London Ont. is now a member of the Ontario Hardware Association as a result of a recent visit from Secretary MacPherson.

* * * *

The Shillington Hardware Co., Blenheim, Ont., has been awarded contracts for heating and plumbing work for new residences being built at Chatham for Dr. Bryce Kendrick.

* * * *

Rapid progress is being made at London Ont. on the work of clearing away the ruins of the old Cowan Hardware store and construction of the splendid new store will be commenced in a few days.

* * * *

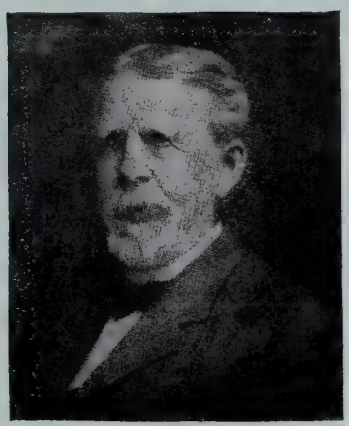
The Pure Gasoline Co. of Toronto is purchasing sites in 30 cities and towns in Western Ontario and will expend more than $1,000,000 in erecting new service stations this summer. Work has commenced at London, Ont., in removing buildings on Dundas St. for a down town station and work will be started shortly on a second station. Sites for new stations were selected this week in Ingersoll, Brantford and St. Thomas.

DEATH OF L. S. STARRETT, INVENTOR.

Leroy S. Starrett, philanthropist, inventor and founder and President of the L. S. Starrett Company, manufacturers of Starrett Tools at Athol, Mass., died at St. Petersburg, Florida, where he had been spending the winter months, as had been his custom for a number of years. Had Mr. Starrett lived two days longer he would have been 86 years old. In addition to his connection with the L. S. Starrett Co., Mr. Starrett was treasurer and practically the owner of the Athol Machine Company, and was interested financially in the Union Twist Drill Company.

Born in China, Me., April 25, 1836, he was of Scotch descent and one of 12 children of Daniel D. and Anna Starrett. When only 17 he operated a farm of 600 acres in Newburyport. At that time his inventive genius was developing rapidly, and in 1864 he was granted a number of patents, and opened a machine shop in Newburyport.

In 1868 he came to Athol, where he combined business with the Athol Machine Company in order to manufacture



THE LATE LEROY S. STARRETT

his own inventions. Prominent among them was a meat chopper. For 10 years he was general agent and superintendent of the concern, then resigned to begin manufacturing mechanical tools. Starrett tools were first made in 1880, when Mr. Starrett hired a single room in the shop of Bennet & Van Balkenburg, where the big Starrett plant now stands. In politics Mr. Starrett was a staunch Republican, and for many years was a heavy contributor to national campaign funds. He never aspired to public office, attending strictly to his growing business. In Athol he was a leader in the town's philanthropic work.

In 1861 he married Lydia W. Bartlett of Newburyport. She died in 1878. Three daughters survive. They are the wives of Frank A. Ball, Williard G. Nims and Marshall B. Waterman, all connected with the Starrett Company.

W. Beverley Robinson, president B. & S. H. Thompson & Co., Montreal, has returned from a three months' trip through South America.

ABOLISH THE SPOTLIGHT IN TORONTO

A bill was introduced in the Ontario Legislature by Hon. Howard Ferguson to amend the Motor Vehicles Act to abolish the use of the "spot-light," which is permitted at present under certain conditions. The bill declares:

"It shall be unlawful to carry on any motor vehicle on any highway any lamp known to the trade as a spotlight or searchlight, or any lamp which revolves upon a pivot or other device so that the rays of such light may be projected in different directions by an occupant of the vehicle, but shall not prevent a motor vehicle of a municipality Fire Department from carrying such a lamp for use only at the actual scene of the fire."

NATIONAL CONVENTION OF WINCHESTER DEALERS IN JUNE

The Second Annual Convention of the National Association of Winchester Clubs will take place in New Haven; Conn., June 26, 27, 28, and 29. There are more than 4,000 Winchester Dealers in the United States and it is expected that at least 2,500 of these dealers and their families will be in attendance.

An extensive program is being arranged by the Convention Committee which will provide for business sessions, tours of the Winchester plant and a series of attractive entertainment features for both men and women.

ONTARIO FISHING AND HUNTING REGULATIONS CHANGED

The Ontario Government's proposed changes in the fish and game laws are based on recommendations of the fish and game committee. The important change affecting deer is the advancement of the shooting season north of the Transcontinental. At present it runs from the first of October to the thirtieth of November, but under the bill introduced it will extend from September 15 to November 15.

The partridge shooting season is to be from the fifth to the twentieth of November, except in the district north and west of the French and Mattawa Rivers, where it will be from the 15th of October to the 20th of November. The bag is limited to not more than ten partridges.

The daily bag for wild duck is to be limited to 25, with 200 as the maximum for the year.

Another change prohibits the use of traps, snares, nets, etc., for capturing deer, moose, game birds, etc.

The fishing amendments prohibit the use of seine nets except in international and interprovincial waters, and pound nets, except in those waters of Georgian Bay.

Provision is made under which the Minister will be able to remit license fees for fishermen in cases where the fisherman has lost his license under the Act for a technical offence.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW FRAIM PADLOCKS

The E. T. Fraim Lock Co., Lancaster, Pa., announce the addition of two new padlocks numbered 848 and 445.

These locks are examples of the improvements being made in this line of padlocks, their program including the revamping of the entire line, the gradual addition of several medium and higher grade locks and discarding many obsolete numbers.

The No. 848 Lock measures two inches across its face, has a solid cast brass case and shackle with all interior parts of brass or bronze. The shackle is secured at both heel and toe, both controlled by a protecting device, thereby making the lock immune from being "rapped" open.

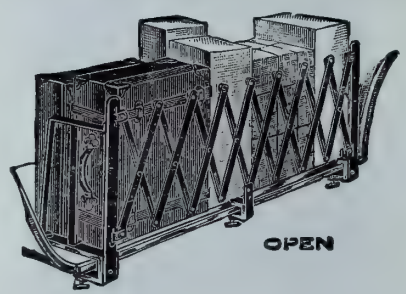
The No. 445 Lock has a cast iron, black case, two inches wide, four pin tumbler mechanism, with drop forged cast bronze shackle, thus making it unusually hard and resistable to ordinary attack.

"DURO" BRIDAL SET

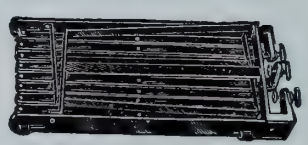
A specially selected bridal assortment of aluminum kitchen utensils is now being featured by the Duro Aluminum Ltd., Hamilton. The set contains five useful articles, and two handy kitchen accessories, as follows: 5-qt. tea kettle, 2-qt. boiler, 6-cup coffee percolator, 3-qt. double-lipped sauce pan, 12-in. round roaster, a cake turner and a scoop. These products are arranged in an attractive gift box, and the manufacturers expect the Duro bridal set to experience marked popularity as a wedding gift, bridal shower or birthday present, as well as appealing to the regular trade.

STANDLEY LUGGAGE CARRIER

It is reported that the Adamson Mfg. Co., Hamilton, have made arrangements to manufacture and market in Canada the Standley luggage carriers, for automobiles. Their plant at 771 Cannon



STANDLEY



Street East, Hamilton, is at present reported operating at full capacity in order to cope with the demand for these products.

BENTLEY COASTER WAGON

The Walter Bentley Co. at Niagara Falls, Ontario, are manufacturing a coaster wagon that embodies many time-saving features in re-assembling by the busy hardware dealer.

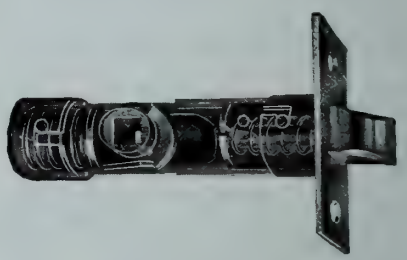
The hub is a patented self-contained roller bearing type, eliminating time lost in installing ball bearing, the wheels are all metal and reported indestructible.

The Walter Bentley Co. state that these wagons can be assembled quickly, owing to the design which only calls for the placing of two bolts on the part of the dealer.

DEXTER DOOR LOCKS

According to a recent announcement, the Dexter door lock, manufactured by the National Brass Co., of Grand Rapids, Mich., will now be made in Canada by the Dexter Lock Co., Hamilton, who have acquired manufacturing rights for the British Empire.

It is claimed that this lock, complete with trim, can be installed in a very short time. The manufacturers furnish a template or boring marker with every lock set and by measuring with this



device, installation is rendered easier and mortising is partially eliminated. These locks have 15 key changes, simple spring latch and screw spindle.

The Canadian manufacturers state they are making plans for quantity production.

PERFECTION CURTAIN LIGHTS

The Adamson Mfg. Co., Hamilton, have announced that they are now manufacturing and marketing the Perfection brand rear glass curtain lights for Ford cars. The manufacturers claim that these products add materially to

the appearance of the rear curtain as well as being equally effective in the matter of comfort.

IMPROVED FIRE POT

Various improvements in the No. 1 double needle fire pot, both as regards construction and utility purposes, are claimed by the Clayton-Lambert Mfg. Co. of Detroit, Mich. The manufacturers state that this fire pot has the double needle burner, and a number of other improvements in manufacture. Catalogs and further details may be secured through the above company.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER extensive budget of price developments attracts particular attention to the current hardware markets, lower quotations having been recorded on a number of various lines. These include the Coleman make of lamps and lanterns, lower list prices as well as new discounts on platform and household scales, the Fry make of glass ovenware, asbestos paper, Broad's socket firmer chisels, the Acme line of shears and scissors, Desolvo pipe cleaner, blind and bed staples, wire lawn rakes, and the Joseph Rodgers & Son pocket and table cutlery. Eastern markets also record easier price levels on boiler tubes due to the nominal list having experienced continual shading. Tire tape quotations are again lower, while brass steam cocks show a further revision in discounts, sizes a quarter inch to two inches being quoted at less fifty per cent, and sizes two and a half to three inches listed at forty-three per cent. Western centres report a decline in quotations on such products as rope, coach screws, plow bolts, tire bolts, metallic siding and shingles, and corrugated sheets. The announcement of snow shovel prices for next season contains little variation in actual costs but list prices and discounts are now quoted whereas net quotations formerly prevailed. Furnace scoops are affected in a similar manner. A further increase in linseed oil appears in some quarters, this change bringing quotations nearer to a uniform level as well as closely following the trend of the flax seed markets. A sudden firmness in turpentine centres results in an upward tendency in prices, where an easier level was more or less anticipated due to the pending new crop. Delay in the arrival of fresh receipts, coupled with a shortage in present supplies at both production and domestic centres, causes a temporary strength in practically all phases of the industry. Shellac prices are also slightly higher, but the future tone shows signs of relaxing, shellac gum now being offered more freely. Garden tools record an exceptionally brisk demand, while the improved tone continues in certain scrap materials; copper scrap having shown a little more activity, with increased interest being evident in steel scrap in view of certain producers experimenting in this direction because of the restricted pig iron output in southern circles due to the coal strike. There is no abatement in the firm trend of the steel industry, domestic conditions being recorded as satisfactory for this season of the year. Some revisions in galvanized sheet prices are considered as more or less imminent, this now being strictly a sellers' market.

Montreal Markets

MONTREAL, May 4.—The list of price revisions attracts attention this week, the general trend being still in a downward direction. Reduced prices are announced on household and platform scales, list prices being lowered with a new discount of ten per cent. Formerly these were quoted net at the higher list. Another important announcement is the new season's quotations on steel snow shovels. In former years these were quoted at net figures, but are now shown at list prices and discount. There is very little change, however, in quotations from last year. Furnace scoops are also quoted in the same manner. A reduction is made on the Coleman line of lamps and lanterns, and Desolvo pipe cleaner has new lower prices. A new list of prices on the various sizes of boiler tubes is given, a reduction of varying extent being recorded. Tire tape in all sized packages is again reduced in price, and the manufacturers of Fry oven glass name a new discount on their products.

EASIER PRICES RECORDED ON BOILER TUBES

Montreal

Current quotations on the various sizes of boiler tubes are revised, a reduction in prices being announced. Price levels on these products for some time past have been nominal, and an average list representing approximate levels could only be given. While the present reduction is contrary to expectations on the market for steel products generally, it has been pointed out that tube prices have remained on a higher basis than other allied lines in the industry and it was thought questionable whether the firmer tone would reflect on tube quotations. Distributors state that an easier tone has recently developed at primary sources, attributable to the size of present stocks with only a moderate demand, and this movement, assisted by outside competition, is responsible for easier prices at this time. Demand locally has somewhat improved recently with the opening of navigation, but the movement now is not quite so brisk, with activities in this direction practically closed for another season. Following are average prices at the revision:

BOILER TUBES—	Seamless	Lapweld
1 inch	18 50	.....
1¼ inch	20 25	.....
1½ inch	20 50	.....
1¾ inch	24 00	23 50
2 inch	22 00	19 00
2¼ inch	24 00	21 75
2½ inch	27 00	22 75
3 inch	32 00	28 50
3½ inch	39 00	33 25
4 inch	50 00	42 00

GALVANIZED SHEET PRICES REVISED IN SOME QUARTERS

Montreal

Higher prices on galvanized sheets are now recorded in some quarters on the local market. While the advance is not generally quoted up to the present, there are indications that further revisions will be announced in the near

future. Distributors who have now increased their prices are those who we formerly quoting lower than others, and this advance is covered by the range given below.

There is little material change in the general situation, the market continuing in its firm tone. Warehouses are becoming more and more anxious to get under cover fearing the possibility of further delays in deliveries with the continuation of the coal strike. While sheet mills are reported as being more fortunate in their coal stocks, most dealers are convinced that each week will bring added difficulty in obtaining fresh supplies, and the natural result of higher prices.

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 00	6 75
26 gauge	6 75	6 50
24 gauge	6 15	6 10
22 gauge	5 80	5 65
18-20 gauge	5 10	5 50

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	15 50
20 x 28 IC, 112s	16 00
20 x 28 IX, 112s	18 00
20 x 28 IXX, 56s	10 25
20 x 28 IXXX, 56s	11 00

TERNE PLATES

20 x 28 IC, 112s	15 00

CANADA PLATES

Half Bright—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

GARDEN TOOLS IN ACTIVE DEMAND

Montreal

A brisker demand is now noted for garden tools; spades, hoes, rakes, trowels, and other articles used by the gardener being active sellers throughout the jobbing trade. The season for gardening is just opening in this section, and with a continuance of more open weather, an active season is anticipated in these lines.

IMPROVED TONE REMAINS IN MOST SCRAP METALS

Montreal.

Waste material markets show little change this week, although the improved tone in many metals is evident. Dealers are still looking to the coal strike, and the effect on the steel industry, with interest, and while there is no direct reflection on these markets up to the present, there is stated to be some possibility of a firmer tendency in certain lines of scrap from this situation. Quotations remain nominally unchanged, notwithstanding slightly higher levels have been reached on markets in the South, particularly on copper and brass waste. Following are average nominal quotations:

WASTE MATERIALS—

Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 05
Red brass	0 08¼
Light brass	0 03½
Scrap zinc	0 03
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10
Wrought iron, R. Rd., No. 1 per gr. ton	9 00
Malleable scrap (ton)	8 00
Pipe scrap (ton)	6 50
Heavy melting steel	6 50 7 00
No. 2 busheling	3 00
Boiler plate	7 00
No. 1 machinery cast	20 00

SLIGHT PRICE REDUCTION IN OVEN GLASS WARE

Montreal

Manufacturers of Fry oven glass ware announce a slight reduction in quotations on their line, discounts being revised from 30 per cent. to 33-1/3 per cent. off list prices.

DESOLVO PIPE CLEANER REDUCED IN PRICE

Montreal

A reduction is made in the price of Desolvo pipe cleaner, present quotation being $10.00 per case of two dozen. Former price was $12.00 per case.

LOWER PRICES ON PLATFORM AND HOUSEHOLD SCALES

Montreal

Through a change in both list prices and discounts, household and platform scales show a reduction in prices. List prices have been revised to lower levels, while the discount is changed from net list to 10 per cent. Following are new quotations:

SCALES—

4 lb.	$ 5 30
10 lb.	6 60
240 lb.	11 15
600 lb.	30 00
1200 lb.	35 60
2000 lb.	51 60
2000 lb., drop lever	55 70

Less 10 per cent.

EASIER PRICES RECORDED ON COLEMAN LAMPS

Montreal

A reduction of 10 per cent. is announced on the various styles of Coleman lamps and lanterns. No change is made in quotations on parts.

ELECTRIC AND OIL STOVES NOW IN ACTIVE DEMAND

Montreal.

Manufacturers and distributors of electric stoves, gas stoves and oil stoves report an active business at present in these lines. With the approach of earlier summer a brisker demand for these is usually felt, and sales this year are expected to compare favorably with other seasons. Gas stoves are having good demand locally. Tenants occupying new homes, in many cases require to purchase a stove for their new premises. There is no change in quotations on any of the above lines, the market stated to be fairly steady at present.

STRENGTH IN STEEL MARKETS STILL EVIDENT

Montreal

There seems to be no abatement in the general strength of the steel industry, factors contributing to the firm situation being still prominent. An added feature in the market, applicable to all lines, is the advanced prices on pig iron, and it is thought by some that this will have a more direct bearing on the situation locally than any other factor except the coal strike. The latter is still under much discussion among local distributors, and there is still a difference of opinion as to the effect on future production. In discussing increased demand and the better feeling now general in the industry one local distributor stated that consumption of steel up to the present had only shown a moderate improvement, buying continuing mostly for warehouses, and distributors are also following this principle because of the probability of increased difficulty in obtaining deliveries. There is still no change in local quotations, and following are present levels:

IRON AND STEEL—

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SEASON'S SNOW SHOVEL QUOTATIONS ANNOUNCED

Montreal

Quotations for next season on steel snow shovels are now announced. These are now with list prices and discount rather than net prices as in former years. Following are new list prices and discount:

SNOW SHOVELS—

Prince	$ 9 00
Prince, "D" handle	11 00
King	12 00
Queen	10 00
Moose	15 00

Less 37½ per cent.

NEW QUOTATION GIVEN ON FURNACE SCOOPS

Montreal

The new season's price on steel furnace scoops is now announced, these being quoted at $9.00 list, with a discount of 37½ per cent.

LITTLE MORE ACTIVITY IN RANGE BOILERS

Montreal

Range boilers are still selling at unchanged quotations, with little change

recorded in the market situation. List prices and discounts, as given below, are quoted in most quarters while a few firms are still maintaining net prices. Trade shows a gradual improvement, and buyers are now ordering in somewhat better quantities than during the past quiet months. The reason stated for this is that building construction is advancing and more buildings are now requiring these products. The market is slightly firmer at the following list prices and discounts.

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent. Extra heavy, 40 per cent.

EASIER UNDERTONE IN BRASS AND COPPER GOODS

Montreal.

Notwithstanding copper on the primary markets has been somewhat steadier in recent weeks, and was reported firmer only last week, brass and copper goods, such as rods, sheets and tubing, are again easier in tone, and a slight reduction has been announced on certain southern markets. Whether this movement will reach the local market is hard to tell, but a revision in the near future would not be surprising to local dealers. Following are present quotations:

	Base.
BRASS—	
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	z0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

REDUCED PRICES AGAIN ANNOUNCED ON TIRE TAPE

Montreal

Quotations on tire tape are again revised, a reduction of from five to seven cents a pound now being given. Following are new lower prices: In 25 lb. lots 1 oz., 47 cts., 2 oz., 47 cts., 8 oz., 45 cts., Less quantities, add 3 cents per lb.

ADDED STRENGTH NOTED IN GASOLINE MARKET

Montreal.

The firmer tone in gasoline during recent weeks continues, with an advance now recorded in quotations on southern markets. Increased consumption of this product at this season of the year has tended to strengthen the market, this factor being assisted by a better demand for crude oil. Whether this movement will affect the local market is considered problematical by local refiners, but it is pointed out that a revision in outside markets is usually followed by a corresponding change on domestic markets. Coal oil is little changed, the movement of this product being restricted to seasonal proportions, while lubricating and other oils are reported as fairly steady.

METALS ARE STEADY AFTER RECENT ADVANCES

Montreal

The metal markets have been generally steady during the past week, with few changes in prices and certain metals showing a slight pause after recent advances. All things considered the markets are described as fairly satisfactory.

TIN.—Statistics for April are generally satisfactory for this metal, and it is stated that were it not for fairly heavy consumption in the United States, prices would probably be lower than they are to-day. London hovers around the £150 mark, and the efforts to raise this figure have evidently not been successful. Quotations locally remain at 35 cents.

COPPER.—London has shown a little improvement and New York is also slightly higher. There is stated to be no particular features of interest, demand is fairly well maintained and there is still no pressure to sell. Local quotations are unchanged at 17 cents for electro, and 16½ cents for casting.

SPELTER.—Demand in the southern fields has fallen off slightly, but the London market remains fairly firm, and is higher than has been quoted in several months. It is thought possible that exports from the U. S. A. to Europe will again be seen, if the present trend of the markets continues. Local price 7¾ cents.

LEAD.—The buying demand seems to be fairly well satisfied for the present, and the market is quiet. It is stated that the higher level of prices will probably bring an increase in production which may result in a slight easing in prices. London has declined £1, from the high figure and apparently the position is slightly easier there. Local market continues at 7 cents.

ANTIMONY.—Antimony is somewhat firmer in New York owing to disturbed conditions in China, which may possibly affect deliveries from there. There is little or no change in the local market, and Chinese is quoted at 6½ cents, high grade English at 7½ cents.

ALUMINUM.—Although a slightly more active market is reported in the south, locally the situation is practically unchanged with quotation unchanged at 24 cents.

Toronto Markets

TORONTO, March 4.—Current price reductions include such hardware lines as the Coleman make of lanterns and lamps, the Acme line of shears and scissors, Broads' socket firmer chisels, bed staples and blind staples, asbestos paper, and wire lawn rakes. Cut laces are now on slightly higher price levels. The announcement of snow shovel prices for next season attracts attention, these showing no variation from previous levels, although list prices and discounts are now quoted whereas net quotations were formerly in effect. Brass steam cocks also have another revision in discounts, sizes a quarter inch to two inches being quoted at less fifty per cent., while sizes two and a half to three inches are listed at forty-three per cent. There has been no abatement in the firm trend in the steel industry, domestic activity being recorded as fairly satisfactory for this season of the year, while the coal strike is generally looked upon as a blessing in disguise. A sellers' market remains in galvanized sheets, with higher quotations regarded as more or less imminent. Seasonal activity is noted in corrugated sheets. Some slight improvement is recorded in certain scrap materials, increased interest being evident in scrap steel in view of certain producers experimenting along this line because of the restriction in pig iron output due to the coal strike. Ingot metals also reflect improved developments, lead, spelter and antimony, maintaining a firmer undertone, with prices slightly advanced on lead and spelter. Aluminum shows a reaction, with local prices several cents lower.

CUT LACES NOW ON HIGHER PRICE LEVEL

Toronto.

Prices on cut laces are slightly advanced this week, revised quotations being $1.80 per lb compared with the previous level of $1.65.

NO ABATEMENT IN FIRM STEEL TREND

Toronto.

There has been no abatement in the strength of both primary and domestic steel markets, the firm tendency previously recorded still being evident locally, as quotations are decidedly well maintained. The industry has now had over a month to adjust itself to the effects of the coal strike, and a turn in this condition has now developed. The early depression and anxiety recorded in primary quarters, has now given way to returning optimism and increased confidence. Steel mills report they have adjusted their sources of fuel supplies,

many of them procuring fuel from channels other than their regular ones. Some plants have turned to fuel oil in the place of coal; others are taking advantage of natural gas resources. Blast furnaces which at first were the hardest hit, have managed to worry along and more furnaces are now going in blast than are going out. Therefore, the general situation is described as encouraging, with current business of fair proportions. Unchanged prices follow:

IRON AND STEEL—

Mild steel bars, base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	**2 85**
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

SNOW SHOVEL PRICES FOR COMING SEASON

Toronto.

Prices on snow shovels for the coming season show no appreciable variation, although list prices and discounts are now quoted, whereas last season, net prices were given. However, the final cost is approximately unchanged. Following are the new list prices with discount:

SNOW SHOVELS—

Prince	$ 9 00
Prince, "D" handle	11 00
King	12 00
Queen,	10 00
Moose,	15 00

Less 37½ per cent.

PRICE DECLINE ON BED AND BLIND STAPLES

Toronto.

A slight reduction has been announced on both blind and bed staples, the revised quotations on these products being as follows:

BLIND STAPLES—

In 10-lb. boxes.

½ inch, 23 cents per lb.; ⅝ inch 22½ cents; ¾ inch 22 cents per lb.

BED STAPLES.

In 10-lb. boxes.

⅝ inch 20 cents per lb.; ¾ inch 18 cents; ⅞ inch 16½ cents; 1 inch 16½ cents per lb.

PRICE SLIGHTLY LOWER ON ASBESTOS PAPER

Toronto

A slight reduction has been announced this week on asbestos paper. The revised level is $7.70 per roll, compared with the previous quotation of $8.00.

REVISED QUOTATIONS ON SOCKET FIRMER CHISELS

Toronto.

A reduction has also been made in quotations on Broads' socket firmer chisels, this line now being quoted with leather tip handles at list less 40 per cent., for plain, with the usual extras for bevelled.

BRASS STEAM COCKS SHOW ANOTHER CHANGE

Toronto

Another revision has been made with regard to the discounts on brass steam cocks, these products now being quoted as follows: ¼ to 2 inch sizes, less fifty per cent.: 2½ to 3 inch, less forty-three per cent. The current movement of brass compression goods is generally described as fair, with plenty of room for improvement. The feeling is evident that more activity should be noted during the ensuing months, as these lines are expected to reflect to a certain extent the general increase in building. Following are prevailing discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
Basin Cocks:	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3663	50%
No. 3623, plain or index handle	34%

REVISED QUOTATIONS ON WIRE LAWN RAKES

Toronto

New prices on wire lawn rakes have been announced by the manufacturers, the following being revised prices on the Welland Vale Co.'s line:

WIRE LAWN RAKES—

20 tooth, per doz.	$ 4 60
24 tooth per doz.	5 30

F. O. B. Toronto.

REDUCTIONS ON COLEMAN LAMPS AND LANTERNS

Toronto.

Varying reductions have been announced on the Coleman line of lamps and lanterns. The change on lamps is approximately $1.00 each or in the neighborhood of eight per cent., while the revision in lantern prices is recorded as twelve per cent.

REGAL AND SOVERIGN BRANDS OF SHOT SHELLS TO BE DISCONTINUED

Toronto.

It is announced that the Dominion Cartridge Co., contemplate discontinuing manufacture and distribution of the Regal and Soverign brands of shot shells after this season. Other popular lines, such as Imperial and Canuck, however, will not be changed.

SELLERS MARKET IN GALVANIZED SHEETS

Toronto

One of the chief factors in the current sheet market is supplied by the producers being less prompt in filling orders. Formerly, buying for immediate requirements only, generally prevailed, as prompt delivery was almost assured. Since the recent gain in strength, distributors have had to carry heavier stocks, as the increased mill business introduced a sellers', instead of as formerly, a buyers' market. While sheet prices have registered some slight advances in certain quarters, these are not generally adopted, no announcement having been made locally. It is admitted, however, that quotations are much firmer, the upward trend in the steel industry having practically eliminated price shading from the market. This almost amounts to a nominal increase. One distributor stated that it was undoubtedly cheaper to buy from stocks at present, than purchase direct, and when jobbers again turn to replenishing supplies, the higher costs are most likely to be reflected in the average quotation. Following are prevailing levels:

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
13 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18-20 gauge	4 05	4 80
22-24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	**4 25**	**5 00**

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier and	Apollo
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

LOWER PRICES ON ACME SHEARS AND SCISSORS

Toronto

A considerable reduction in prices on their various lines of scissors and shears is announced by the Acme Shear Co., the change being effective May 1. The revision, while of a substantial nature is stated to vary slightly on the different products.

CONDITIONS MODERATELY QUIET IN CORDAGE

Toronto.

Current sales of rope and cordage are described as moderately quiet, the improvement in this direction not having been as marked as was generally hoped for. However, there is reported a steady and gradual expansion, with an improvement over the corresponding records of last year. This is looked upon as more or less satisfactory. The primary hemp markets are considered firm, with quotations remaining steady both

(Continued on page 69)

A Quick-Selling Plan
for a Quick-Selling Specialty

These are days for quick-selling action. Under present conditions every dealer needs more than quality products. Goods on your shelves must be backed up by the sort of quick-selling drives that will force action.

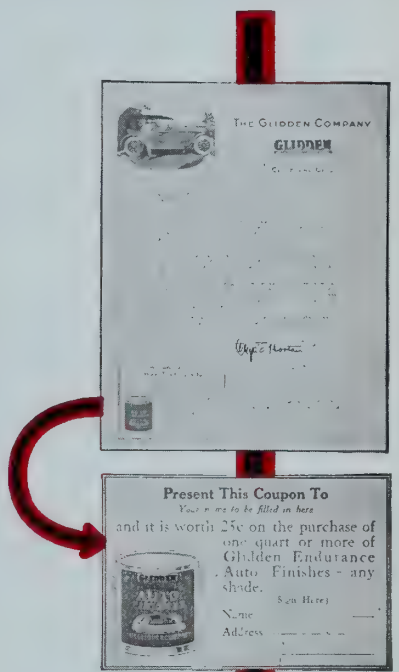
The new Glidden Auto Finishes campaign is just that sort of sales-getter. It brings action; and Glidden *quality* insures the repeat business.

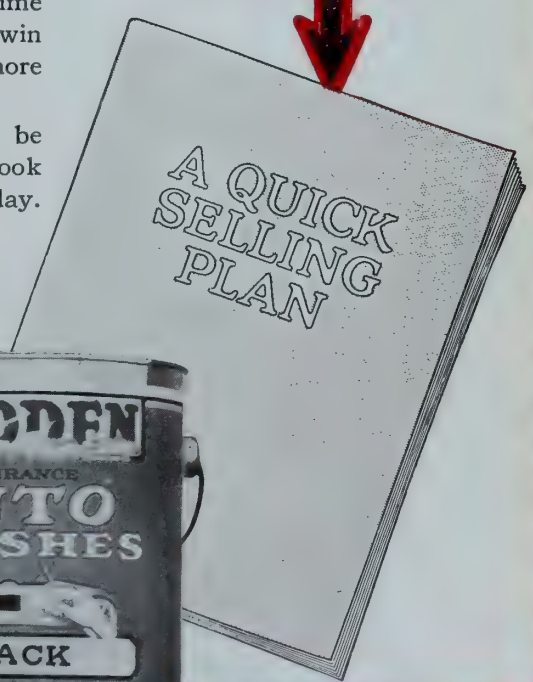
Send for this Brand-New Plan

Opposite is the book that gives the whole plan in detail. Send for a copy. By this plan, we mail letters to the list of prospects you furnish. Each letter bears a coupon, as shown opposite, entitling the holder to our free offer. *We even pay the postage.*

These coupons are only good when presented at *your* store. *You make a sale* every time you redeem a coupon. You win new customers and get more business from the old ones.

To get the whole story, be sure to send for the new book shown opposite. Do it today.





GLIDDEN

EVERYWHERE ON EVERYTHING

PAINTS - VARNISHES - COLORS - INSECTICIDES

The Glidden Company, Limited

Toronto, Ontario

Branches at Montreal and Winnipeg

How About Your

Here's the large winged cut-out, of dominating size, developed for window and store use. Tells the story of quality of Glidden Paints.

This Glidden Endurance Paint paddle rack is another real Glidden sales help. These two display features are merely significant of the quality of advertising The Glidden Company offers.

For all the items in the Glidden line there are free merchandising helps. Glidden advertising works day and night for the dealer. To get the full benefit of this publicity the full line of Glidden products should be in your store ready to help you get this profitable business.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg

GLIDDEN
EVERYWHERE ON EVERYTHING
PAINTS - VARNISHES - COLORS - INSECTICIDES

Stock of Paints?

Has it the quality that brings your customers back for more? *Is it paint of known value?*

If you were in business for a month or two, any kind of paint might do. But you're in business to stay; you must be prepared with *quality* goods like *Glidden.*

The name Glidden is assurance of the highest type of paint quality. It is assurance of continuous demand and frequent turnover. It is a guarantee of prompt delivery, satisfactory service and a steady stream of profit. This name can be made a very real asset to you. It adds prestige to your business and brings customers to your store. To be known as the Glidden dealer gives you reputation of increasing value each year.

Get This Free Book

Here's a book that will *sell* you the Glidden proposition. Covers Glidden policies with relation to the dealer; illustrates our mammoth plants, both exteriors and interiors; shows Glidden advertising helps—advertisements, folders, signs, color cards, etc.; and covers actual proof of Glidden performance. It's a book that will give you a better idea of the value to you of the Glidden line.

This book contains the complete proposition of The Glidden Co.

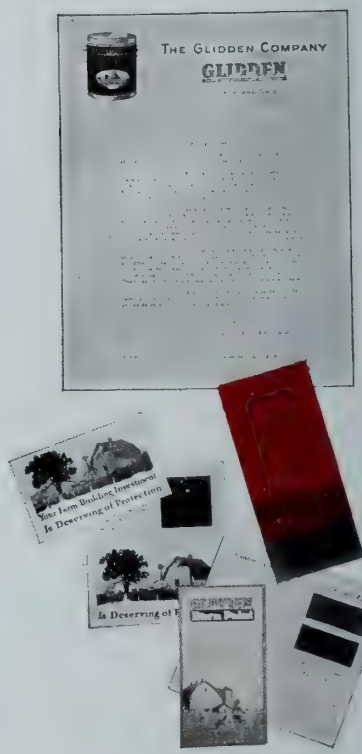
Your copy is ready.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg

Get After Barn Paint Profits

That's the title of our new book—*Get After Barn Paint Profits*. It tells you something even *more* important, and that is *how to get* this profitable business.

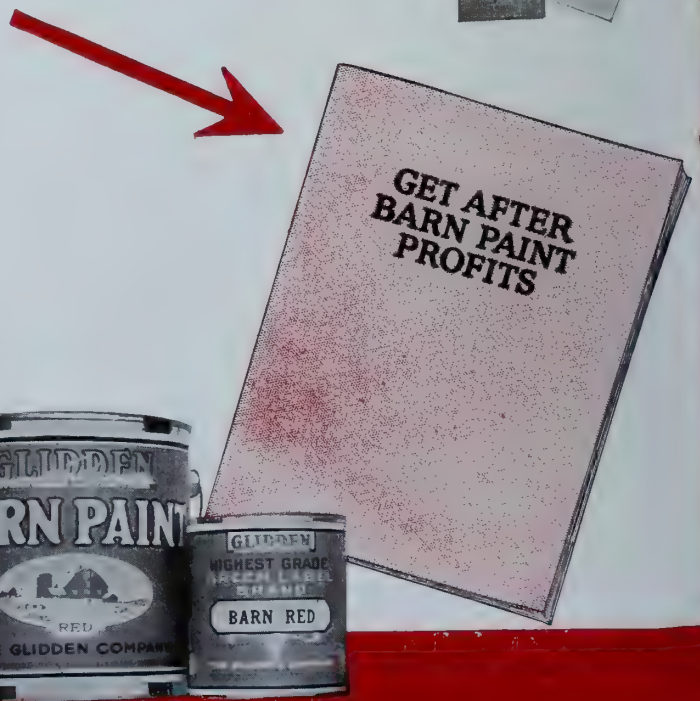
Years of experience have taught us how to sell paints to farmers. The Glidden Barn Paint Plan is, therefore, not an experiment; it is a perfectly safe, sane way Glidden has of *helping* by furnishing *you, absolutely free,* with liberal sampling quantities of this well-known line of Barn Paints. Your first step is to—



Write for this Book

It tells the whole story, explains three plans designed to fit the requirements of the small, medium and large Barn Paint dealer. Tells about letters we mail to your list of prospects, postage paid by us, and enclosing convincing samples showing the quality of Glidden Barn Red.

Let's get together. Your request for the book opposite is the first step. Send for it today.



GLIDDEN

EVERYWHERE ON EVERYTHING

PAINTS - VARNISHES - COLORS - INSECTICIDES

The Glidden Company, Limited

Toronto, Ontario

Branches at Montreal and Winnipeg

TORONTO MARKETS

(Continued from page 64)

on southern and domestic centres. Buyers are making more inquiries, but no important developments have been recorded. Binder twine commitments are not yet in evidence, prices remaining unchanged at the levels recently announced.

SEASONAL ACTIVITY IN CORRUGATED SHEETS

Toronto.

The corrugated sheet market is described as much firmer, in keeping with the improvements in the flat sheet market. Some increase in activity has also been recorded, the movement of these products usually becoming brisker at this season of the year. The improvement in recent weather conditions has contributed to this result, coupled with the demand from building circles and the lighter gauges are described as registering a fair volume of activity. Following is the nominal unchanged list and discount.

CORRUGATED SHEETS—	Per 100 Sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 26 U. S. gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins. 75 cents per sq. extra.

LEAD FIRMER WITH PRODUCTS MORE ACTIVE

Toronto.

Lead and zinc products are remaining at the recently revised price levels, with seasonal activity noted as regards the current movement of these lines. It is also noticeable that lead on the primary metal markets is the strongest of the group, some improvement in demand and increased consumer interest having added considerable strength to the undertone. Solder quotations are unchanged, with copper having been slightly steadier during recent weeks. Following are prevailing price levels on the local market:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12
Lead waste pipe, list, per lb.	0 13
Do., over 8 in., list, per lb.	0 14
Lead pipe is subjected to a discount of	10%
Lead traps and bends	0 17½%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.	0 09
Cut sheets, ½c. to ¾c. lb. extra and cut sheets to size 1c. lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10
sheets to size 1c lb. extra.	

ACTIVITY RECORDED IN PREPARED ROOFING

Toronto

With the advent of seasonable weather conditions, more consuming interest is reported in prepared roofings and building papers, manufacturers and distributors of these products recording a more active movement during the recent weeks. During the early months of the year, inquiries were considered few, and commitments were not large, but improvement in this direction has been noted. The extensive building programs outlined in many sections of the country, are looked upon as an incentive to the future increased sale of roofings generally, and brisk trade is expected to continue throughout the ensuing months. Prices have remained steady, the raw material markets being firm, and the primary situation unchanged since the revisions in quotations which were announced at the commencement of the season.

LEAD AND SPELTER NOW SLIGHTLY HIGHER

Toronto.

Some price developments have been recorded on the domestic ingot metal markets, these changes particularly affecting lead, spelter and aluminum. Lead and spelter, are slightly increased in price, thus reflecting the firmer trend noted in these metals during recent weeks. Aluminum, however, has reached new lower price levels on the local centre, recent transactions being recorded at several cents below the former averages. Antimony is also appearing with a firmer tone, this being attributed to unsettled conditions in China. Copper and tin remain practically stationary.

COPPER.—Copper prices on southern markets continue to receive considerable attention, but the actual strength of this metal is little altered, scrap copper remaining conspicuous, while prices still hover in the neighbourhood of thirteen cents at New York. Locally, the quotation of 16½ cents continues to cover the domestic level.

TIN.—Fluctuations in tin prices have been extremely narrow, the variance in exchange practically covering any difference. On the whole, this market is generally described as quiet, but firm. Local prices are unchanged, the level of 34 cents being general.

LEAD.—Lead continues firm on both foreign and domestic markets, and local prices have advanced to the level of $6.75, an increase of 25 cents. Interest in this metal remains fairly strong, and the improved tone is being reflected in lead products generally.

SPELTER.—Quotations on spelter are locally advanced to $6.85, an increase of ten cents from the previous level. This reflects the general improvement in this metal, which was pointed out in last week's report. More inquiries and a resumption of consumer interest are the factors attributed to this development.

ANTIMONY.—This market remains steady with the firmer tendency being maintained. A little uncertainty is expressed in some quarters owing to the unsettlement in China restricting future supplies from that direction. Up to the present, however, no material change has been recorded in domestic prices, the range generally being between 6 and 7 cents.

ALUMINUM.—While some increase in the average run of business in aluminum was reported, this proved to be only a temporary spurt and the tone has faded away. Prices have also reacted locally, recent transactions having been made at prices several cents below the previous levels. The average domestic quotation now hovers between 20 and 21 cents.

London Markets

LONDON, May 4.—Hardware price changes are light again this week in point of numbers, a reduction in the Joseph Rodgers & Sons' line of pocket and table cutlery, together with an increase of five cents in linseed oil quotations, being the feature current revisions. Other products such as turpentine, nails, and auto tires record a firm market trend. Trade in this district is reported as good with seasonal lines in better demand. Paints and varnishes are enjoying a brisk movement at present, and under the added stimulation of warmer weather, business is generally expected to reach favorable proportions throughout the ensuing weeks.

FIVE CENT ADVANCE ON LINSEED OIL

London, Ont.

An increase of five cents per gallon in the price of linseed oil has developed on the local markets, this change being attributed to the firmer position of flax seed combined with an improved demand for oil. Following are revised prices:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal	1 10	1 13
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Less barrels, add 15 cents gal.

LAWN MOWERS RECORD SEASONAL MOVEMENT

London, Ont.

The brighter weather recently experienced, coupled with the Spring clean-up campaigns being instituted in various sections of the country, has stimulated seasonal sales of lawn mowers. Dealers record that these products are now registering a popular movement. Quotations on the Taylor-Forbes line remain at list less 20 per cent.

SUDDEN STIFFENING NOTED IN TURPENTINE PRICES

London

While local turpentine prices are as yet unchanged, quotations have firmed up considerably in the last few days, due to the stiffening in southern primary markets. The future trend of turpentine is faced on the one hand with the arrival of the new crop with consequent increased supplies available, while

current improvement in demand coupled with larger domestic and foreign consumption is expected to become apparent. In the meantime, producing centres have shown a somewhat sudden rise in prices, but local levels record the following:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 30
2 to 4 bbl. lots	1 29
5 gal. lots	1 45

REDUCED PRICES ON RODGERS' TABLE CUTLERY

London

A reduction of approximately ten per cent. has been announced on the Joseph Rodgers & Sons line of table and pocket cutlery. Following are some of the new prices on certain popular lines:

POCKET CUTLERY—

Pen, No. 17749 I, $11.15 doz. Pen, No. 17749B, $11.15 doz. Pen, No. 17751P, $23.05 doz. No. 32341x3", $6.65 doz. 3¼, $6.09 doz. 1 blade, pocket, 3½ $7.70 doz. 3¾, $8.85 doz.

2 Blade Pocket—		doz.
No. 32345x2¾"	8.45	doz.
Do., x3"	9.20	
Do., x3¼"	10.35	
Do., x3½"	11.55	
Do., x3¾"	12.70	
Do., x4"	16.15	
2 Blade Boys—		
No. 32352	5.20	

TABLE CUTLERY—		
Dessert Knives No. 3744	8.45	doz.
Do., No. 3749,	7.80	doz.
Table Knives, No. 3744	10.75	doz.
Do., No. 37.49	10.10	doz.

FAIR ACTIVITY IN SPADES AND SHOVELS

London, Ont.

Spades and shovels continue to record a fair degree of activity, these products usually being popular at this season. Quotations remain at the level of list less 55 per cent.

IMPROVED SALES FOR SCREEN WIRE CLOTH

London, Ont.

Business in screen wire cloth is still improving, due probably to the warmer weather. This is usually a good item in season, and jobbers in this district seem to feel that sales will be good this year. Prices are unchanged at the following levels:

SCREEN WIRE CLOTH—

Painted Black $3.00 per 100 sq. feet.
Galvanized, $3.60 per 100 sq. ft.
Bronze $10.00 per 100 sq. ft.

WASHING MACHINES AND WRINGERS NOW ACTIVE

London, Ont.

There is now reported to be a fair Spring sale for washing machines and wringers. These are included by many dealers in their displays of household products to good advantage. Quotations remain unchanged, the discount being thirty per cent.

GARDEN TOOLS NOW IN POPULAR DEMAND

London

Garden tools are also experiencing an unusually brisk demand, and many dealers report that the movement of these lines has been in excess of current expectations. Prices are unchanged, garden tools still being quoted at list less 60 per cent.

Winnipeg Markets

WINNIPEG, May 4.—More price developments are recorded this week than have been noted for some time past. Among other changes on the current hardware markets are lower prices on many styles of drills, revised discounts on stove, tire and plow bolts, lower quotations on wire in spools, easier price levels on set and cap screws, while a similar reduction has been recorded on coach screws. Rope prices have declined one cent per lb., and a downward revision appears on metallic siding and shingles, and also on corrugated sheets. Linseed oil quotations have advanced five cents per gallon, this being the only upward development.

NEW DISCOUNTS LOWER WIRE PRICES ON SPOOLS

Winnipeg.

Through a revision in discounts, prices on wire on spools have been reduced. Following are the revised discounts.

WIRE ON SPOOLS—

Hair wire, plain or silvered, 33 1-3%.
Brass Wire, ¼ lb., 20%.
Brass Wire, ½ lb., 7½%.
Copper Wire, ¼ lb. 33 1-3%.
Copper Wire, ½ lb., 15%.

IMPROVED TRADE EXPECTED IN WROUGHT PIPING

Winnipeg

Current business in pipe is described as comparing very favorably with the volume of trade last year, while increased sales have been generally reported during the past few weeks. With an improvement in basic market conditions, it is naturally expected that brisker trade will be recorded through the ensuing month

NEW PRICE LEVELS ON STOVE AND TIRE BOLTS

Winnipeg.

Through a revision in discounts, prices are reduced on stove bolts, plow bolts, tire bolts, and coach screws. Following are the new discounts.

Stove Bolts, 70 and 5%, Plow Bolts, 25 and 5%, Tire Bolts, 45 and 5%. Coach screws, 45 and 5%.

LINSEED OIL PRICES ADVANCE FIVE CENTS

Winnipeg.

An advance of five cents per gallon has been announced on linseed oil, and raw oil is now quoted at $1.15 per gallon, with boiled at $1.18 per gallon in barrel lots.

REDUCED PRICES ON SET AND CAP SCREWS

Winnipeg.

A reduction has been recorded in prices on set screws and cap screws. Following are the revised discounts:

Set screws	50%
Cap Screws	45%

LOWER PRICES ON METALLIC SIDING AND SHINGLES

Winnipeg.

Prices are quoted lower this week on metallic siding and shingles. Following are the revised levels:

METALLIC SIDING—Galvanized.
Medium, $7.20 per 100 sq. ft.
Painted—
Medium, $5.40 per 100 sq. ft.
METALLIC SHINGLES—
Galvanized—
Medium, $8.55 per 100 sq. ft.
Painted, $6.75 per 100 sq. ft.

PRICES SLIGHTLY LOWER ON CORRUGATED SHEETS

Winnipeg.

A slight reduction has appeared on corrugated sheets, while the market is recorded as being more active. A gradual improvement is noted with the advancing season, and dealers are expecting a fair business in this line in the coming months. The building program promised next month should reflect on the movement of these products. Following are the latest quotations:

CORRUGATED IRON—Galvanized.

28 Ga. $6.30 per 100 sq. ft.
26 Ga., $6.98 per 100 sq. ft.
Painted 28 Ga., $5.27 per 100 sq. ft.
Painted 26 Ga., $6.00 per 100 sq. ft.

ROPE PRICES DECLINE ONE CENT PER POUND

Winnipeg

Rope prices have declined to the extent of one cent per pound. The new prices on sisal, British manila and pure manila rope and lath yarn, sisal lariat and manila lariat, are contained on the current market quotation pages.

REVISED DISCOUNTS ON MANY STYLES OF DRILLS

Winnipeg.

Through a change in discounts, several lines of drills are reduced in price. The change brings blacksmiths, straight shank, taper shank, round shank and jobbers to a lower level, and these are now quoted at less 50 and 10 per cent. Bit stock bits remain at 40 per cent.

Hamilton Markets

HAMILTON, May 4.—The brighter days with promise of warmer weather now arriving have stimulated the seasonal activity of many hardware lines which were moving a little slower than expected. Garden tools and paint specialties have recorded a marked increase in popularity, and many other products now appear in better demand. The recent clean-up and paint-up campaign instigated by the city authorities, was capitalized by the majority of local dealers to good advantage, many expressive displays of paints, brushes, and other equipment

(Continued on page 72)

How Many

of Your Customers Have Delayed Painting Their Cars?

RAMSAY'S AUTO ENAMEL

is "The Right Enamel to Enamel Right"

A suggestion from you to paint their cars with Ramsay's Auto Enamel opens the way for many sales of other lines you carry.

When you sell Ramsay's there is profit for you and a satisfied customer.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 80 Years

Toronto **MONTREAL** **Vancouver**

Winnipeg

DISTRIBUTORS—Edmonton District: Revillon Wholesale Limited, Edmonton
Calgary District: The McDonald-Baker Co., 818 8th Ave. W., Calgary.
Nova Scotia District: Jas. Simmonds, Limited, Halifax, N. S.
Regina District: Wood-Vallance Limited, Regina, Sask.

HAMILTON MARKETS

(Continued from page 70)

necessary for use in clean-up work, being recorded. Many price changes of an upward tendency have recently been noted, the advance in pig iron and galvanized sheets, being followed by a general stiffening in quotations on bolts, wire nails, various manufactured products and similar lines. On the other hand, reductions are reported on certain aluminum kitchen utensils, and a number of specific hardware lines. Keen interest is still attached to the steel position in general and to the strike of coal miners in particular.

As a matter of fact there is a feeling in many quarters that the coal strike has been a blessing in disguise for the steel market. There would probably have been trouble if buying and production had kept on increasing at the phenomenal rate of the first three months of the year, for it cannot be imagined that consumption of steel has been increasing at any comparative rate. After a drastic liquidation in stocks of steel in 1921, the country was stocking up, partly in anticipation of the coal strike and partly in anticipation of better business. Now the coal strike is retarding further increases in production while it is stiffening steel prices, some of which had fallen as low, and according to certain producers, in specific cases lower than the cost of production.

The strength of the steel situation at the moment, and for the nearby future, is well recognized, therefore, although the more conservative observers have strong doubts as to its permanence. In many quarters the opinion is expressed that the movement has come about six months too soon and that, but for the posible saving influence of the coal strike, it was almost certain to have an inglorious ending this summer.

An increased demand for crude oil with activity in forward booking, is described in some quarters as one of the resultant effects of the southern coal strike, large consumers of coal being interested in the adaptation of fuel oil to meet their requirements in the event of the duration of the miners' strike. Radio equipment is in exceptionally brisk demand, producers stating that the supply is at present inadequate, although increased output is looked for. The effect of the steel situation on specific hardware products, is apparent in the firmer tone on corrugated sheets, eavestrough, conductor pipe, wrought piping, wire goods and similar lines. The warmer weather has induced the shipment of early summer goods, while general activity in seasonal buying is now indicated in the improved reports noted from both wholesale and retail circles.

Ed. Hemstreet of Alymer Ont.. has joined the staff of Paterson Bros. Hardware.

Pittsburg Markets

PITTSBURG, May 4—The coal strike has not restricted steel production, for the rate is slightly heavier than a month ago, and the market is stronger than ever. It is strictly a sellers' market, in that the mills decide what orders they will accept, instead of cutting prices to get almost any kind of an order. On the whole, the coal strike has proved a very good thing for the steel industry.

Of course there is the superficial showing that at some points steel production would be greater if production of Connellsville coal and coke were not restricted, but then it might be too great, and if there had been no coal strike, or expectation of one, steel demand might not have been as heavy during the past three months, as it has been.

Production in the Connellsville region is about one-third what it was in March, and has been approximately stationary for the past ten days. It is quite unlikely these non-union strikes will extend farther, but it is improbable that the men will drift back to work in large numbers in the very near future. They must do so eventually, for the Connellsville region has always been non-union, and it is absurd to think of its becoming union, under the control of the United Mine Workers, in the very year in which the U. M. W. so prosperous and powerful in the past quarter century, is likely to lose its chief foundation, the check-off. The check-off may be described briefly as automatic unionism, the dues, fines and initiation fee being deducted by the payroll clerk and remitted in a lump sum to the district office of the U. M. W. The union operators are determined never to agree to the check-off again, and the non-union operators are not going to become union at a time like this.

Iron and Steel.—Only a part of the iron and steel industry depends on the Connellsville region, where these non-union strikes occurred. The union strike was fully expected, and ample provision was made for it. The Connellsville strikes, however, were not expected, and there has been striking in some other

(Continued on page 76)

The Brush Department

"A Brush With Every Order of Paint"

Under This Slogan Mathewson Hardware, Toronto, and Other Hardware Stores Are Educating Customers That a Poor Brush Will Spoil the Application of the Best Paint

"A BRUSH with every order of paint," is the slogan adopted by the staff of the Mathewson Hardware Co., Danforth Ave., Toronto. This firm has made something of a study of paint customers' requirements and of the difficulties which the latter encounter in connection with painting and varnishing and it has been found that a great many of these difficulties arise from the use of a brush which is not suited for the purpose, which is too much worn to give good results or which has not been given proper care.

Too frequently in the past have customers for paint been allowed to take home their cans of paint and varnish with never a thought for a brush and rather than take the time to return to the store or perhaps from ignorance of the importance of having the right brush for the purpose they have been content to proceed with any brush available. Mathewson Hardware, like many other hardware stores, are commencing a new policy of paint selling, namely, the establishment of their stores in the minds of people as a place where expert advice is available on such an important subject as painting. When customers have been brought to this realization the salesmen have the best possible opportunity to educate them to the use of good brushes and also regarding the care of them. In order to properly "Save the Surface" the paint or varnish must be correctly applied. This phase of the matter is receiving increasing attention at the hands of a number of merchants, with good results. It is noteworthy that brushes occupy a prominent location in practically all the various paint displays shown in this issue. The campaign offers good opportunity for stimulating the sale of brushes of all kinds. Paint brushes will be needed for the painting and other household brushes will be required for the various housecleaning duties which now confront the housewife. She will be anxious to learn of the latest labor saving brushes offered for her use. Both of these are important branches of brush trade at present and they justify special attention.

Boeckh's Brush News

Keep the Ball Rolling

The great national household paint up and clean up campaign is doing a great deal towards stimulating business. The effect is being felt in cities, towns and villages all over Canada. Hardware merchants who are co-operating in the campaign are reaping tidy benefits.

Aggressive advertising on a large scale, unique, striking and interesting window displays and exhibits, and the energetic, enthusiastic efforts of thousands of merchants, travelers and salesmen, have had an excellent effect on spring trade.

The ball has started to roll. Let us keep it rolling.

In many localities these efforts reach their climax in a special "Paint Up and Clean Up Week." During this week householders cannot overlook the advantages of cleaning up and painting up their homes. In some localities all efforts cease once the campaign week is over, and trade quiets down. But in other localities this special week is looked upon merely as the introduction to a Spring of Painting and Cleaning Up. In these districts trade stays lively and brisk. Ambitious hardware merchants keep ding-donging away at their respective territories, and results are forthcoming.

They keep the ball rolling!

If you have had your Paint Up and Clean Up Week, don't let the good idea die. Keep it alive. There's an after-effect to this campaign that needs only a little cultivating to make it productive of really fruitful results. The one week's campaign is simply a "take-off." The weeks that follow are the ones where results come from, and the merchants who realize this fact are the boys that are going to show a whacking big profit column.

Play this tip for all you are worth. We'll give you all the help at our command if you will only let us know. Say the word and we are at your service with display cards, counter cards, free electros for your ads, and brush display boards. Give Boeckh's Brushes a good show in your Paint Up and Clean Up Week, and the weeks that follow, and you will be highly pleased with results.

The* Boeckh Company *Ltd

Toronto, Canada

Makers of Everything Good in Brushes

Since 1856

DISTRIBUTORS:

Montreal—The H. E. Smith Sales Co., 130 Craig St. W.

Winnipeg—J. B. Buckham, Esq., 664 Broadway.

Vancouver and Victoria—The T. S. Griffiths Co., 1080 Hamilton St., Vancouver, B.C.

Weekly Paint Markets

Montreal

MONTREAL, May 4—Price developments attract attention on the current paint markets, linseed oil, turpentine and shellac, each recording advanced quotations. Linseed oil is increased five cents per gallon following a former advance last week. The flax seed market continues to climb and the highest point for sometime has now been reached. With a heavier demand during the active season, a firm outlook is lent to both seed and oil markets. A strong re-action in the turpentine market at the close of last week furnished a surprise to local importers and distributors. Following a slightly easier tendency, owing to the advent of the new crop, Southern quotations are now advanced several cents, with an increase of five cents in sympathy locally. Although definite information from the South is not yet to hand, earlier reports indicate lighter receipts owing to unfavorable weather and floods in the wooded areas. Shellac prices are increased twenty-five cents per gallon on both white and orange in barrels and one gallon jugs. This market remains firm with little improvement in the situation on primary markets. The movement of paint, varnishes and sundries continues along satisfactory lines, producers, without exception, stating they are working to capacity. The undertone of the market in general is said to be continuing on a steady to firm basis.

LINSEED OIL STILL ON UPWARD CLIMB

Montreal.

Continuing on its upward climb, linseed oil again registers a five cent advance in quotations, bringing present price of raw oil in one barrel lots to $1.05 per gallon. The trend of oil closely follows the flax seed market, which also recorded higher levels during the week, and is now at the highest point for some time past. Demand is now a more important factor in the market, local crushers stating that it continues seasonably active and if the present movement is maintained, it will have a deciding effect on the future, as seed supply is just as important a question as it was some weeks ago when it was predicted that advanced prices would in probability rule later in the season because of light warehouse stocks.

From markets to the South come reports that imported oil is also firmer with prices advanced considerably over previous levels. This is due, it is stated, to the heavy buying on the part of American crushers in recent weeks. Imports have for some time past been troublesome, because of the variation between the prices of European and domestic oil, and it is taken that a stronger tone in this direction will further strengthen the situation. Following are revised quotations locally:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots per gal. ..	1 05	1 07
8 to 5 barrel lots, per gal. ..	1 03	1 05
Less barrels, add 10 cents per gallon.		

MODERATE ADVANCE IN SHELLAC QUOTATIONS

Montreal.

The strength of shellac on primary markets has now reflected locally to an extent, average quotations being advanced twenty-five cents per gallon on both white and orange in all quantities. Former price levels are still quoted in a few quarters, but higher quotations are expected here also in the very near future as the market has lost none of its former strength. Conditions at sources of supply are reported as showing very little improvement during the week, and import shipments are still of a very light nature. Average quotations, with revision, are as follows:

SHELLAC—	
Orange shellac, in barrels	4 85
Do., in one gal. jugs	5 15
White, in 5 gal. jugs	5 35
Do., in one gal. jugs	5 65

STRONG REACTION IN TURPENTINE MARKET

Montreal

A surprise was given local importers and distributors of turpentine when prices at Southern centres recorded a sharp advance at the close of last week, a gain of several cents being recorded in one day. Owing to the advent of the new crop, it was generally anticipated that an easier tendency would follow, as a softer tone is usually apparent at this season. An indication that this year would be no exception was the easier tone last week, when local quotations appeared on both Southern and local markets. Not quite understanding such a marked reaction, importers are now awaiting more definite information from the South, but earlier reports state that unfavorable weather, accompanied by floods has hampered new receipts to a great extent. It has been realized that much depended on the extent of new offerings, and this being the case, a falling off at this time offers a fair solution for the present movement. Demand has also improved, and with comparatively small stocks available, the heavier buying movement has no doubt also contributed to the present higher market. Although buyers continue to restrict their orders to immediate requirements, this policy has had very little weakening effect on the market so far, and considering the active season in the ensuing months, a steadier outlook is forecast, unless the new crop proves a deciding factor in the near future.

TURPENTINE—	Imp. gal.
1 barrel lots	1 22
2 to 4 barrel lots, per gal.	1 21
Broken lots	1 32

Toronto

TORONTO, May 4.—A somewhat unexpected firmness in both southern and domestic turpentine markets, constitutes one of the feature developments in the current paint markets. This renewed strength is attributed to weather conditions hampering the arrival of the new crop, while the shortage of supplies noted during recent weeks has been accentuated by increased general market activity. Linseed oil also attracts attention, for while local prices continue at the higher levels recorded last week, the trend of flax seed prices reflects a firmer tone in oil, which is also supported by better consumer interest. Shellac prices are slightly higher in some quarters, but the general undertone shows some signs of relaxing, as shellac gum is now more freely offered than was apparent a few weeks ago. A satisfactory increase in the general movement of paints and varnishes is now reported from manufacturers and distributors of these products, with seasonal improvement in practically all phases of the industry.

SHORTAGE ADDS FIRM TONE TO TURPENTINE

Toronto.

An unexpected situation has developed in the turpentine markets, for much firmer tone is now being recorded, whereas an easier tendency was more or less looked for at this time of the year due to the anticipated arrival of the new crop. Some unsettlement in weather conditions has hampered this fresh crop of turpentine, and with the demand increasing on both domestic and southern producing centres, the shortage of supplies which has been referred to in recent market reports, becomes a conspicuous factor and current holdings, if any, assume preferred positions. Prices are considerably firmer as a result, and while southern quotations have regis-

(Continued on page 76)

PAINTS AND VARNISHES
FOR EVERY PURPOSE

WILL "Save the surface and you save all" *Paint & Varnish* BECAUSE THEY ARE

100% PURE

MR. DEALER:---

Are you a 100% BOOSTER for the "SAVE THE SURFACE" campaign. If not you should be. THINK IT, TALK IT, WORK FOR IT. You will be rewarded beyond your expectations, and more so, if you are an O. P. W. MAN.

Ottawa Paint Works Ltd.

OTTAWA, CANADA

Branches: Montreal and Toronto

(Continued from page 74)

tered a rise of several cents, this move has tended to strengthen the higher quotations of $1.30 per Imperial gallon in one barrel lots on the local markets, and this level has more or less become general. It will be recalled that last week a considerable variance in prices was recorded locally, and a quotation of $1.23 also appeared this week. This is not generally being adopted, however, owing to the scarcity of domestic stocks. Fresh supplies are stated to be on the way, and the shortage is expected to be relieved. However, as fresh receipts at producing centres cannot be compared with the present volume of demand, the firm situation already apparent may last for two or three weeks until new supplies are more plentiful. One distributor stated to Hardware and Metal, that future prices would most likely easier, but for the present, the increased market activity, coupled with the shortage already noted, has resulted in the current firm prices.

TURPENTINE—	Imp. gal.
1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

FIRM TREND EVIDENT IN LINSEED OIL

Toronto

The trend of linseed oil quotations, continues to closely follow the current movements in the flax seed market and the prevailing improvement in demand for both seed and oil constitutes the dominant feature. With seed prices advancing owing to the stimulant of increased activity, linseed oil was naturally expected to experience a firmer situation. A corresponding increase in consumer interest for linseed, however, is described as materially strengthening the present oil market conditions, and while local prices remain unchanged at the revised levels recorded last week, these quotations are stated to be very firm. Certain eastern centres have recorded a further advance in the price of linseed oil this week, but it is noted that this change brings quotations on a more uniform level. Following are local prices:

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 10	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

Less barrels, add 15 cents per gallon.

SIGNS OF REACTION IN SHELLAC UNDERTONE

Toronto

While a slight increase has been reported in shellac prices on certain domestic markets, the current undertone is now slightly easier. The advance in quotations reflects the stiffening in shellac gum which has been referred to in recent reports, but it is noted that shellac gum is now offered more freely, thus indicating that primary supplies have been more or less renewed. Scarcity of this product, owing to developments in India hindering the source of supply, was reported as the fundamental cause of recent developments, but while specific reports covering the prevailing Calcutta situation are difficult to secure, stocks at southern primary centres are evidently not so restricted as earlier advices indicated. Whether future supplies will be available, remains to be seen. The domestic advance in shellac prices is described as reflecting the uncertainty of the situation, particularly as regards stocks, combined with slightly more general market activity.

FIRMER TENDENCY IN WHITE LEAD IN OIL

Toronto.

There has been a constant improvement recorded in the market for white lead in oil, this being attributed to the seasonal expansion in demand coupled with the firm undertone of lead on the primary metal markets. It is noted that lead is at present the strongest of this group of metals, and producers of white lead in oil point out that lead becomes a more important factor than linseed. Some sections of the paint trade record more activity in white lead in oil than others, but a steady demand is general with improvement in this direction looked for during the ensuing weeks. The current market trend is therefore, firm, with quotations remaining at the following levels:

WHITE LEAD IN OIL—	
In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 55

DEMAND FOR GLASS KEEPS PRICES STEADY

Toronto.

The demand for window glass is described as fairly good and the prospects are that the season will be one of the best experienced during recent years. Despite reports that window glass prices are high and that there have been some indications of easier levels due to the reopening of navigation, local distributors state that they are not looking for any price reductions in the immediate future. Local jobbers are quoting window glass at the unchanged list prices, with the usual discount for quantities of 25 cases and over.

PITTSBURG MARKETS

(Continued from page 72)

non-union districts, but not enough to have much influence on the general coal situation. The Connellsville strikes are important.

The iron and steel industry has now had a month to adjust itself to this unexpected condition, and is lined up for a very fair production indefinitely. The Steel Corporation uses Connellsville coke almost exclusively in its Pittsburg district and valley mills, having other sources of supply for Cleveland, Lorain, Chicago, etc. The corporation has bought coal freely on 30, 60 and 90 day contracts, much of this being West Virginia and Kentucky coal for the Clairton by-products coke plant, the largest of its kind in the world. The corporation's production in the affected district is slightly reduced, but production in other districts is increased. Much the same condition obtains as to independents.

Production of steel ingots at the present time may be estimated roughly at between 36,000,000 and 38,000,000 tons a year, against rates of 35,000,000 tons at the end of March, 30,000,000 tons at the end of February and 20,000,000 tons during December. Thus, if there should be a material reduction in output later, on account of the coal strike, which is improbable, the rate would be set back only a few weeks and would remain much heavier than a few months ago.

Many distributors and manufacturing consumers bought finished steel products heavily in February and March, in anticipation of possible trouble in deliveries on account of the coal strike set for April 1. They are now less active in the market, but buying from other motives has arisen. Some of this is attributed to the fact that mills have got back to their normal gait, and are scheduling rollings two or three weeks in advance, whereby one cannot depend upon instant mill shipment on a new specification and must round out stocks. Then there is no doubt some increase in actual consumption, while the railroads week by week are somewhat better buyers. Thus the steel market is moderately active, though probably not as active as at the end of March.

The steel mills are comfortably filled with business for the next two or three months at their present rate of operation, production being about 70 per cent. capacity, and having little margin in which to increase production, on account of the coal strike, they are in a very independent position.

DEFINITION OF "PRICE CUTTER"

(Continued from page 52)

on his goods and follow them through every channel to the end that his price be maintained.

I seek not to cast aspersion on the United States courts when I say I cannot follow some of their recent reasoning in this connection. For why should a maker be granted the right to refuse to sell a cutter and be denied the right to demand that said cutter shall not be supplied by an intermediary?

As for any danger that freedom of trade would be curtailed by this, that I consider a bogey too nebulous for serious consideration. I think, in fact, that were such a law passed and enforced, plenty of manufacturers would get busy making "unprotected" goods and advertising them. For competition will not be killed.

Finally, remember that business will have troubles always; that success is always to those who can use their brains to overcome them.

Supplied in
GLOSS
SEMI-GLOSS
or
FLAT WHITE

Also in
IVORY
GREY
BLUE
or
GREEN

"Save the surface and you save all" *Paint & Varnish*

Satinette

—*the Popular Surface Saving Enamel*

Popular because, whether used for interior or exterior finishing, it imparts a conspicuous beauty to the surface and "saves" it as no cheap enamel ever could.

People who know SATINETTE—and their numbers are legion—always insist upon it and refuse substitution, **absolutely.** That is why it will pay you to keep SATINETTE in stock. You'll be proud to show it. The handsome container is one that will add dignity to any display.

Order a supply to-day and ask for prices and particulars on the complete line of International Varnish Products — a paint, stain, varnish or enamel for every requirement.

INTERNATIONAL VARNISH CO. Limited

Montreal Winnipeg TORONTO Halifax Vancouver

FLINT

PAINTS AND VARNISHES

BLUE DIAMOND on the label is the customers' assurance that the product is the very best for the purpose intended.

You only have to sell a customer BLUE DIAMOND products once, and then he knows what brand to ask for.

Repeat orders are what count.

"Save the surface and you save all" *Paint & Varnish*

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
TORONTO
Montreal Winnipeg Vancouver
Sudbury Halifax

VARNISHES PAINTS FLINT STAINS COLORS

Canada Paint

Saves The Surface and Safeguards The Paint Demand

Canada Paint is Canada's Favorite Surface Saver because it gives the paint buyer the ideal paint combination—durability, protective value and good appearance.

And this combination is not peculiar to Canada Paint only. It is characteristic of the entire Canada Paint line, which includes a Surface Saver for every painting and varnishing need.

Small wonder then that, as a general rule, the Canada Paint dealer is the man to whose store the biggest end of the local paint demand gravitates. If your paint department is lacking in results investigate the C. P. agency proposition. Full particulars will be sent you without any obligation.

"ELEPHANT" White Lead

The widespread popularity of Elephant White Lead and Elephant Pure Putty is due to the high standard of quality which is a distinguishing feature of all Canada Paint Products

Carry a stock of both on hand at all times

"ELEPHANT" Pure Putty

"Save the surface and you save all" *Paint & Varnish*

THE CANADA PAINT CO.
LIMITED

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

The "Save the Surface" Campaign held up paint and varnish sales to a higher level in 1921 than that reached by other industries. That shows you the power of this campaign.

For 1922 the programme is much more ambitious. It is to make 1922 the greatest Paint and Varnish year. To bring this about re-

"Save the Surf

43 St. Sacrament

Feature "Save the Surface"

local advertising

quires the united co-operation of all factors of which the most important is the retail merchant. Your influence and support are vital if you are to get the maximum benefit from the campaign.

To enable you to do this we are prepared to supply you with electros of advertisements, slogans and window display materials. We can also supply a rubber stamp of the slogan for merchants whose stationery is already printed.

Address Orders to

ace" Campaign

Street, Montreal

In Your Windows and

to boost sales

JAMIESON'S

"Save the surface and you save all" *Paint & Varnish*

Been Doing It Since '58

That expressive slogan **"Save the Surface and You Save All"** had yet to be thought of in the days when the Jamieson Company was first established.

Paint in those days was regarded, primarily at least, as a beautifier.

But from the very beginning the Jamieson people appreciated the big possibilities of paint as a protective medium. Paint, they knew, could be made a surface protector as well as a surface beautifier. So, even in days when the surface saving virtue in paint was not generally appreciated Jamieson's Products were not only beautifying the surface but protecting and saving it just as they beautify, protect and save it to-day.

And to-day the Jamieson line is complete—"A beautifying protector for everything under the sun."

Pictured here is part of the Crown and Anchor line of Jamieson Products which is increasing paint business for dealers everywhere in Canada. Our Quality Products coupled with their generous margin of profit for the dealer is just the combination **YOU** need to make your paint department produce at top pressure.

R. C. Jamieson & Co., Limited

Established 1858

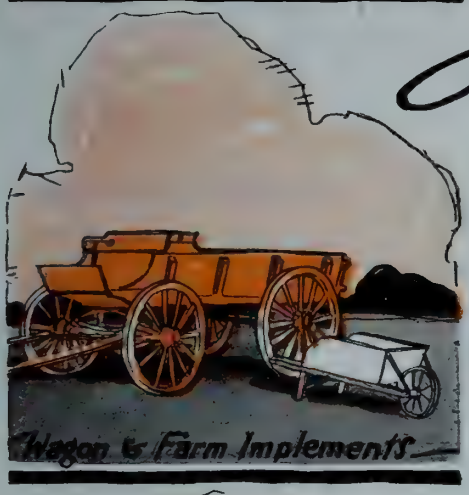
Owning and Operating P. D. Dods & Co., Limited

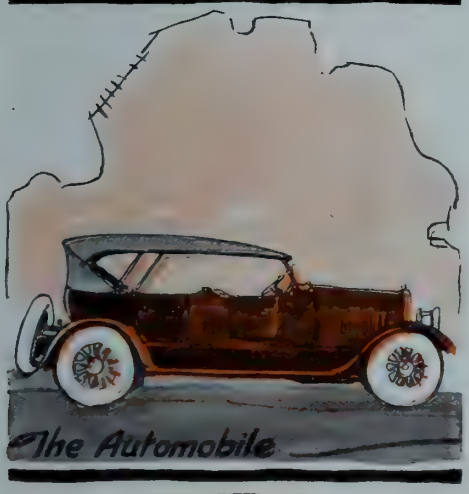
CALGARY MONTREAL VANCOUVER

A beautifying Protector for everything under the sun

PRODUCTS

If interested tear out this page and place with letters to be answered





All protected with B-H PAINTS

PEOPLE realize now, as they never realized before, the necessity of paint and varnish as the means of protection against property deterioration.

"Save the surface and you save all" is now accepted at its face value.

B-H "English" Paint and Brandram-Henderson's Products have as a result been forging ahead in sales. B-H Agents recognize that they have a superior line of paints and varnishes. They appreciate too, the forceful advertising conducted on their behalf. It has been said the Dealer Display for B-H Products is the finest in Canada.

This all means greater sales and naturally, greater profits.

You should investigate our dealer proposition. Write for particulars, you will incur no obligation.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

"Save the Surface and You Save All"
—Applies to the Interior as well as the Exterior

YOUR customers are interested in protecting their furniture, woodwork and floors from the wear and tear of daily use. Sell them our high class, specialty line of Artistic Interior Wood Finishes.

YOU'RE in business to make money. Johnson's Artistic Wood Finishes net you a substantial profit on every sale. But in addition Johnson Products are business builders—they make satisfied customers — repeat buyers — the kind that mean a steady, continuous, profitable business to you.

Johnson's Sani-Spar Varnish Stain is a waterproof product which will not turn white. Gives wonderful results on furniture, floors, woodwork and all interior and exterior surfaces. Put up in four sizes and in natural and four shades only, consequently a small investment brings you a complete stock.

Johnson's Floor Varnish is as good as Johnson's Floor Wax. What more can be said? It gives a beautiful, high gloss which will not mar, blister or scratch white. Dries dust-free in two hours and hard over night. Is absolutely waterproof and will stand all reasonable tests.

Advertising

The complete Johnson line is extensively advertised throughout Canada. The leading magazines will carry the interesting Johnson story right into the homes of the people who are your logical customers. By displaying all the lines in your store and windows you will be the final link in completing the sale.

Sales Helps

And in addition to the advertising there will be attractive sales helps — counter cards, window cards, booklets, folders, envelope stuffers, and many other features that will aid you in building up an interesting and profitable business in Johnson products. When you send in your order specify just what sales helps you need.

Johnson's Is a Quality Line

Only the best grades of raw materials are used in the manufacture of our products and every department is in the hands of experts. This insures a uniform manufactured product of the highest quality. All Johnson Products are well canned—beautifully labeled—well advertised—and allow the dealer a good margin of profit.

Johnson's Car Savers--A Profit-Pulling Auto Accessory Line

No accessory stock complete without Johnson's Car Savers. They have stood the test of time. You can handle them right in connection with the regular Johnson Line without devoting much space to their display or tieing up much of your capital. There's a Johnson Car Saver for every purpose—for removing carbon—mending leaks in radiators—for renewing old tops—for varnishing old cars—for lubricating springs — for removing pits and foreign substance from valves—for patching tubes, casings, etc. The demand is for "Johnson's."

MADE IN CANADA—BY CANADIANS

S. C. JOHNSON & SON, LTD.—Dept. H.M.

Brantford, Ontario, Canada

If interested tear out this page and place with letters to be answered

Chi-Namel

VARNISH - STAINS - ENAMELS

"The Line That Sells"

AND

The

campaign

The Successful Combination

The demand for Chi-Namel Products has already been created. Our publicity efforts have been devoted entirely for the benefit of the dealer. They are worked out so that he receives as nearly 100% RESULTS as it is possible to obtain.

These efforts coupled with the "Save The Surface Campaign" and the fact that every can of Chi-Namel that passes over your counter means a repeat order cause the consistent demand for Chi-Namel.

Therein Lies The Profit

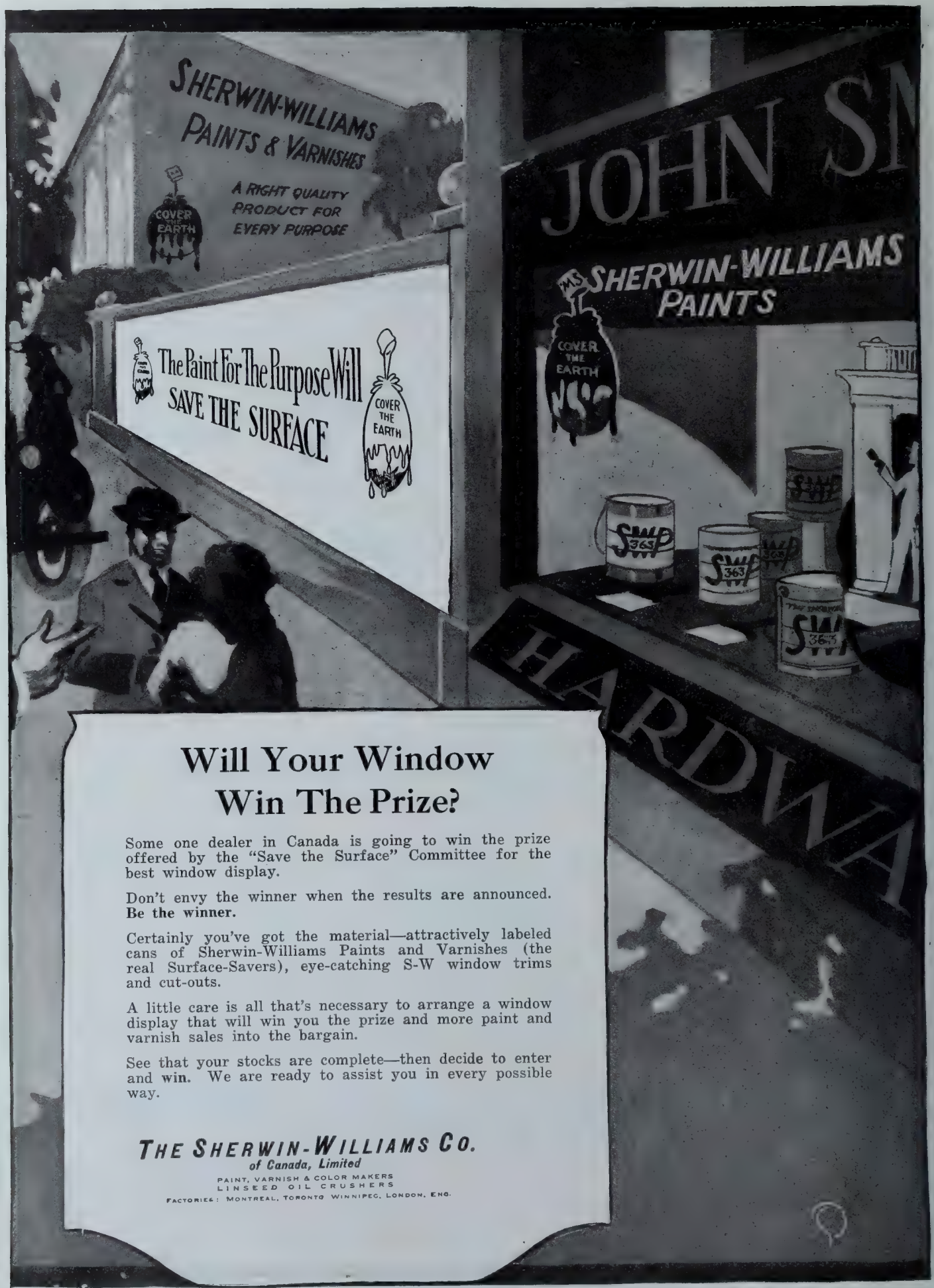
In Chi-Namel you have

—An exclusive agency
—Products of quality
—Unexcelled LOCAL advertising helps
—The line that sells.

OHIO VARNISH COMPANY LIMITED

Lottridge and Biggar Avenues

HAMILTON - : - ONTARIO



Will Your Window Win The Prize?

Some one dealer in Canada is going to win the prize offered by the "Save the Surface" Committee for the best window display.

Don't envy the winner when the results are announced. **Be the winner.**

Certainly you've got the material—attractively labeled cans of Sherwin-Williams Paints and Varnishes (the real Surface-Savers), eye-catching S-W window trims and cut-outs.

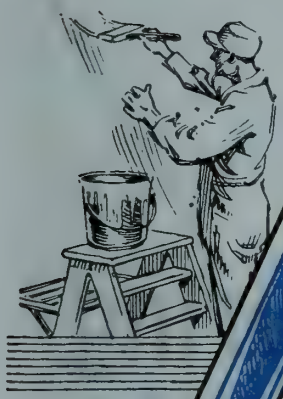
A little care is all that's necessary to arrange a window display that will win you the prize and more paint and varnish sales into the bargain.

See that your stocks are complete—then decide to enter and win. We are ready to assist you in every possible way.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO WINNIPEG, LONDON, ENG.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



Deco-Tint Products

DECOTINT—A sanitary cold water paint for walls and ceilings.

HAT-BRITE—Straw Hat Enamel.

POLISH-OL—Auto and furniture polish.

METAL-BRITE—A metal polish for all metal surfaces.

DECO-WAX—A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

H+W

Twenty-Two Beautiful Tints for Your Customers to Choose from

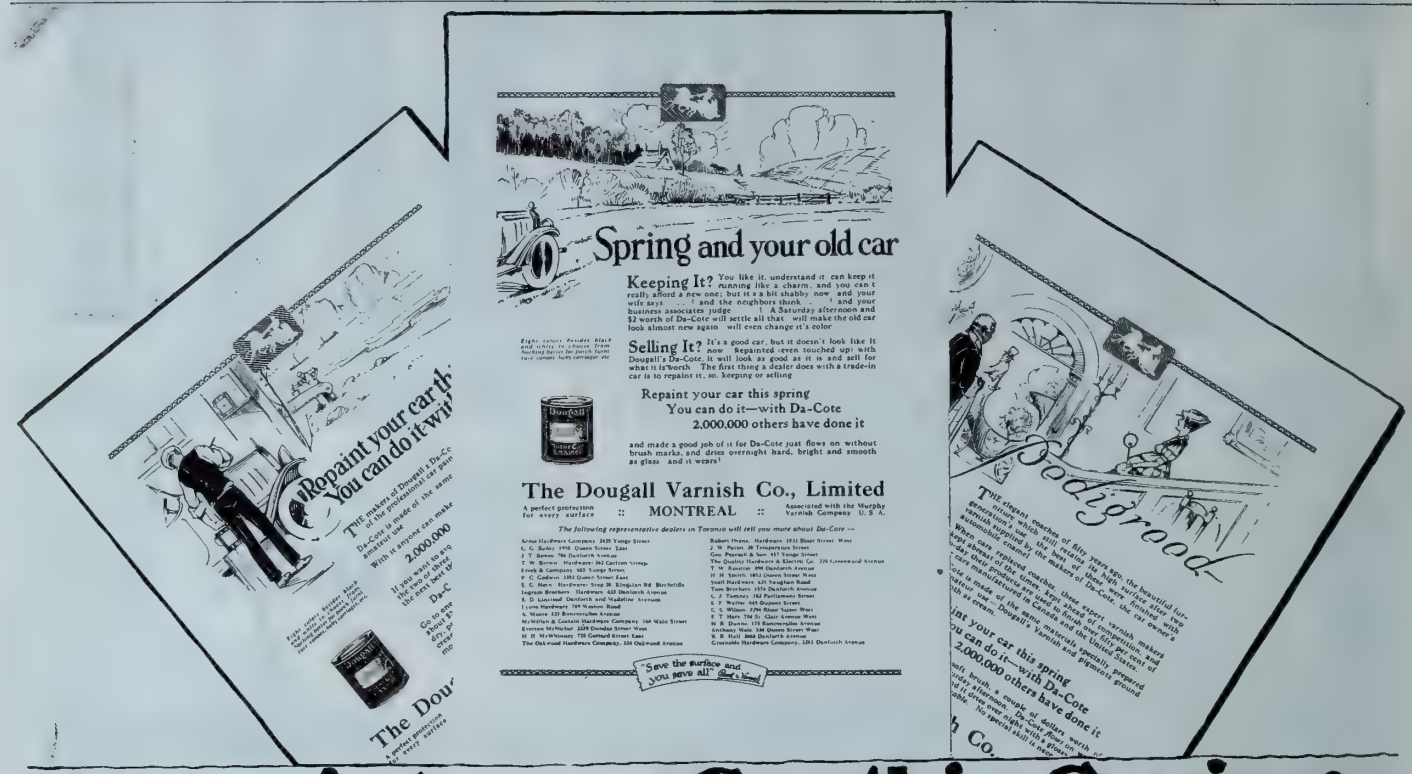
DECOTINT solves the old, old riddle of how to secure permanently beautiful interior walls and ceilings at little cost.

Decotint—so inexpensive, so artistic, so sanitary—in a range of twenty-two beautiful tints from among which it will be so easy for your customers to select the color combination they most desire.

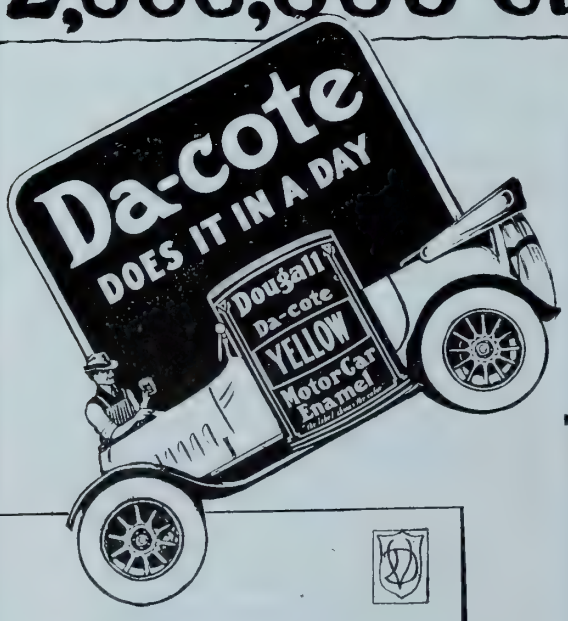
Decotint is put up in handy-sized packages and is ready for use with the mere addition of cold water. It is very easy to apply and is extremely durable, retaining its original brightness and beauty indefinitely. Unlike cheap kalsomine paint it will not chalk or rub off on the clothing.

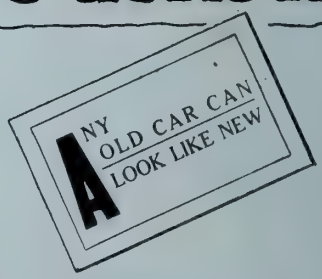
Order a supply now and let your customers know you handle this and the other Deco-Tint Blue Labeled products listed here.

THE DECO-TINT COMPANY
897 Centre Street
MONTREAL



Repaint your Car this Spring
You can do it—with Da-Cote
2,000,000 others have done it



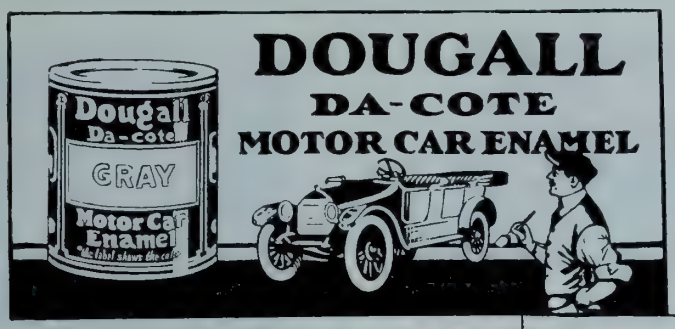


This is a "Shock" Effort

Concentrated on one product, "Da-Cote," planned to interest users in a specialty, knowing that they will come back for more of the same quality—Dougall quality.

It consists of three 4-column ads, 14 inches deep, a broadside and plenty of window trimming and other store material. Every ad. and every folder carries a full list of local dealers' names and addresses.

In Toronto, the ads ran in the Sunday World and Weekly Star, the Daily Star and The Telegram. The folders went to 15,000 owners of small cars. The results were excellent!



TEN LIVELY COLORS TO CHOOSE FROM

ENQUIRE INSIDE FOR DOUGALL DA-COTE MOTOR CAR ENAMEL

ONLY A LITTLE LABOR NECESSARY

CAN BE ENAMELLED IN A FEW HOURS

Sixty-Five Toronto Dealers Are Selling Dougall's Da-Cote

LOOK over the list of their names (below). Consider the overwhelming endorsement makes it easy for you to decide to investigate the Dougall proposition:—

Greater quality for your customer.
Greater profit for yourself.

There is a perfect Dougall product for every beautifying and surface protecting need.

Dougall products are right. Dougall advertising is sensibly planned to make definite sales. And it is faithfully carried out!

Isn't that a proposition worth investigating?

List of Da-Cote dealers in Toronto:

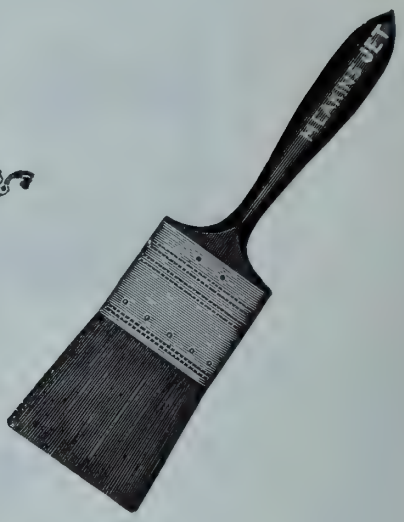
Acme Hardware Company, 2425 Yonge St.
J. D. Anderson, 753 Broadview Avenue
C. G. Bailey, 1958 Queen Street E.
J. T. Bowes, 786 Danforth Avenue.
T. W. Brown, 242 Carlton Street.
Brown Hardware, 1847 Danforth Avenue.
C. D. Cutts, 2978 Dundas Street W.
H. R. Dunne, 175 Roncesvalles Avenue.
Duffy Hardware Co., 499 Bloor Street W.
Emmetts Hardware, 2210 Bloor Street W.
Freek & Company, 655 Yonge Street.
W. A. Geisel, 2201 Queen Street E.
E. Godfrey, 1458 Dundas St. W.
F. C. Godwin, 2383 Queen Street E.
Greenside Hardware Co., 3282 Danforth Ave.
E. T. Hart, 784 St. Clair Avenue W.
R. R. Hall, 2668 Danforth Ave.
G. J. Hooper, 1370 Queen Street W.
Home Needs Limited, 1198 St. Clair.
Ingram Brothers, 435 Danforth Ave.
Ingram Brothers, 191 Danforth Avenue.
W. Joselyn & Son, 493 Carlaw Avenue.
H. Lean, 1114 Bloor Street W.
E. D. Linstead, Danforth & Madeline Aves.
Lyons Hardware, 789 Weston Road.
A. Leigh, Hardware, 430 Roncesvalles Ave.
Matthewson's Hardware, 688 Danforth Ave.
Marshall Brothers, 120 Van Horne St.
H. H. Mawhinney, 728 Gerrard Street E.
A. Moore, 121 Roncesvalles Ave.
T. Muir, 914 Bloor St. W.
McMillan & Costain Hardware Co., 168 Main Street.
Everton McNichol, 2339 Dundas St. W.
J. McCrindle, 1203 Dundas Street W.
The Oakwood Hardware, 354 Oakwood Avenue.
Robert Ovens, Hardware, 1032 Bloor St. W.
J. W. Paton, 20 Temperance St.
Geo. Pearsall & Son, 417 Yonge St.
The Quality Hardware & Electric Co., 224 Greenwood Ave.
Russill Hardware Co., 126 King St. E.
M. Rossiter, 1024 Queen St. E.
T. W. Rossiter, 890 Danforth Avenue.
Jos. Samuels, 275 Queen St. W.
Jos. Scraggs, 817 Queen St. E.
H. H. Smith, 1052 Queen St. E.
Snell Hardware, 621 Vaughan Road.
Wm. Sindrey, 1625 Dundas St. W.
Toronto Auto Accessory House, 598 Yonge St.
Toms Brothers, 1576 Danforth Ave.
C. J. Tomney, 183 Parliament St.
E. F. Walter, 645 Dupont St.
C. S. Wilson, 2294 Bloor St. W.

SUBURBS

E. G. Hern, Stop 20 Kingston Rd. Birchcliffe.
A. M. Oldham, Weston.
Wood & Mason, Woodbridge.
G. A. Weeks, Oakville.
Queensville General Store, Queensville.
W. H. Rumball & Co., Mimico.
Aurora Hardware Co., Aurora.
McDonald & Sons, King City.
H. R. Douglas, Bradford.
T. F. Donnell, Keswick.

The Dougall Varnish Co., Limited

A perfect protection for every surface :: **MONTREAL** :: **Associated with the Murphy Varnish Company, U. S. A.**



Meakins Brushes

An Essential to Service Saving

Meakins Brushes are needed for Surface Saving jobs. You cannot paint or varnish without brushes in most cases.

To protect a surface, properly, the paint or varnish must be uniformly applied, so as to leave a continuous film of paint or varnish which affords protection from the various enemies that, otherwise, would attack and destroy the material concerned.

There is no better way of so coating the surface than by applying the protecting film with a brush — a good brush — therefore, a Meakins Brush.

Tie up your sales of Meakins Brushes with the "Save the Surface" advertising that is now before the public. Display Meakins Brushes and enforce on your prospects the fact that it is Meakins Brushes that Save the Surface.

Meakins & Sons, Limited

Hamilton, Ont.

Warehouses : **Winnipeg, London, Toronto, Montreal, Vancouver.**
Pilkington Bros., Calgary, Alta.

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze
"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Floglaze
Registered
"The Finish that Endures"

FLOGLAZE "PORCH and VERANDA"

(The Can with the Blue and Yellow Label)

Harsh, severe Winter weather together with the wet and dampness of Spring have put a severe strain on the finish of Porch and Veranda floors.

They will be needing paint protection against the coming heat and moisture of Summer. FLOGLAZE "PORCH AND VERANDA" finish is especially adapted to protect against just such conditions.

Seven standard shades, giving a glossy, hardwearing surface; also suited for floors of schools, churches, kitchens, veranda steps or wherever hard usage is frequent.

FLOGLAZE PORCH AND VERANDA proves a strong and trusty arm in the paint department.

Our dealers' booklet "A Guide to Larger Profits" describes FLOGLAZE PORCH AND VERANDA fully. Write for this book.

Floglaze
M L
FINISHES THAT ENDURE
QUALITY

"Make 1922 Your Greatest Paint and Varnish Year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

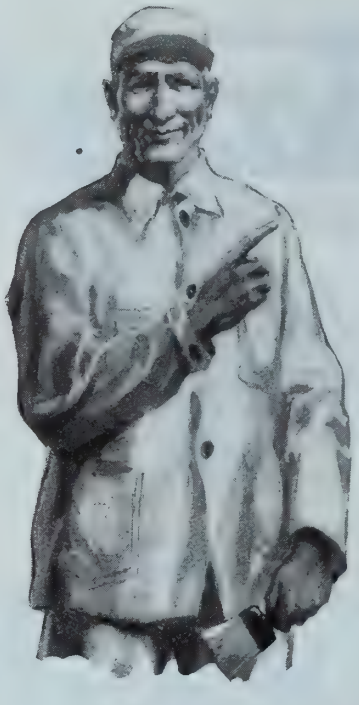
HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors :
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta :
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia :
The Calander Shore Co., Ltd.,
155 Pender Street West
Vancouver, B.C.



The Luxeberry Painter Says-

"I've never yet come across a painter who wouldn't rather use LIQUID GRANITE than any other floor varnish made. It's the only one that gives absolute satisfaction for both beautiful finish and durability."

Because both the painters and the public prefer Liquid Granite, it has a bigger sale than any other floor varnish on the market.

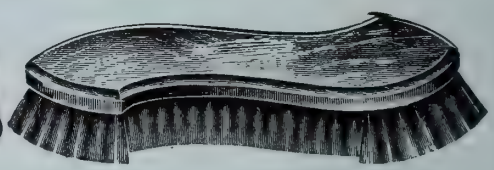
Popularity of any product means profitable business for dealers handling it.

Are you carrying LIQUID GRANITE?

WALKERVILLE **BERRY BROTHERS** ONTARIO

World's Largest Makers *Varnishes and Paint Specialities*

Branches:— Toronto, Winnipeg, Moncton, Montreal.



A Few Representatives

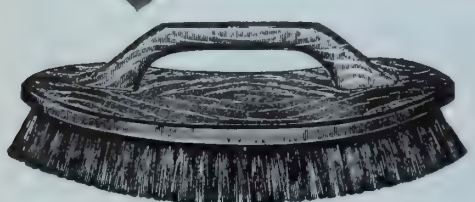
of our complete line of brushes

It is no secret that it is more profitable for hardware men to concentrate on one complete line, than to carry a number of assortments from various manufacturers.

Selling one complete line enables you to cut down on your time and money investment, and it builds up a more profitable and larger business for your brush department.

Our line includes:

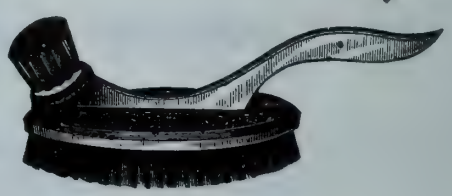
Paint Brushes
Oval Varnish Brushes
Chiselled Varnish Brushes
Stencil Brushes
Glue Brushes
Tar Brushes
Roofing Paint Brushes
Stippling Brushes
Stair Brushes
Radiator Brushes
Floor Brooms
Floor Mops
Flat Varnish Brushes
Flowing Varnish Brushes
Sash Liners Brushes
Sash Tools
Graining Brushes
Artist's Brushes
Wire Brushes
Window Brushes
Rubber Squeeges
Feather Dusters
Scrub Brushes
Lather Brushes
Wall Paint Brushes
Kalsomine Brushes
Whitewash Brushes
P. H. Paste Brushes
Bill Poster Brushes
Paper Hangers Brushes
Dust Brushes
Scrub Brushes
Shoe Brushes
Stove Brushes
Dandy Brushes
Horse Brushes
Spoke Brushes
Stable Brushes



Manufactured by

Canada Brush Co.
Limited

St. John - N.B.



Paint-up Time

is here

Recommend

SIMMS

Paint & Varnish Brushes

They give better satisfaction.
They bring more repeat orders.

T. S. Simms and Co. Limited
ST. JOHN, N. B.

Montreal Toronto London Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball. $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c. to 75c. a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12 each..........$0 50
12 or less than 50, each.....0 45
50 or less than 125 each..... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
less than 12, each......... 0 50
12 or less than 50, each... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each. each. 37½
F o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	18 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy. 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller. 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list). 7-16 in. dia.. and larger. 40 per cent.
Machine bolts. ⅜ in. dia. and smaller. 4 in. and shorter., 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag., f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots—Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard....... 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, **St. Mary's, Kingston.**

CLIPPERS, HORSE

New Market, $8.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 48
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing, lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

"Kingfisher" Brand

Mattocks
Clay Picks
Rock Picks
Miners' Picks

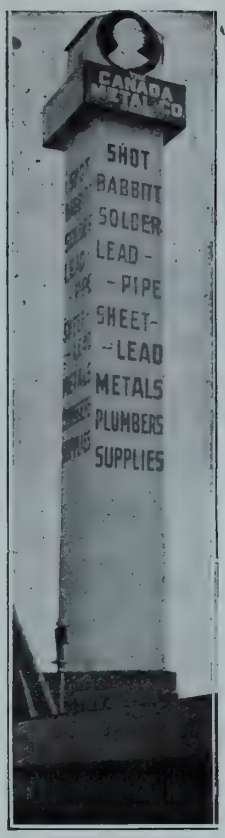
are quality tools for hard work.

"Kingfisher" Stove Shovels

Made from 17 gauge steel. Well balanced, good holding capacity, nicely finished, durable.

Its good qualities are apparent to the housekeeper which makes it a ready seller.

Riverbank Man'f'g. Co., Limited
New Glasgow, N.S.



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.
TORONTO MONTREAL WINNIPEG VANCOUVER

ATKINS Sterling Quality SAWS

Present Conditions

Present conditions are such that you cannot afford to lose a sale by not having what the customer wants. They are calling for

ATKINS STERLING QUALITY SAWS

by name and number. Can you supply them?

Check over your stock today—see if you have Atkins No. 53 and 51 saws and our other popular numbers. If not, send in your order at once as you are going to need them. Ask for the latest catalog, descriptive of

"A Perfect Saw For Every Purpose"

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory:
Hamilton, Ont.

Branch:
Vancouver, B. C.

DAMPERS— Doz.
7 inch ... 2 10
Cast, champion, 5 inch ... $1 42
6 inch ... 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 96c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.
Rachet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60|5%
Globe ... 60|5%
Nicholson ... 40%
Black Diamond ... 40%
Delta Files ... 20%
Firth Files ... 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish ... 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 75
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 75
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in. ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... $4 60

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... 12 50
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS. MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, double-trees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 ... 13 35
Do., No. 1 ... 13 80
Do., No. 2 ... 15 85
Stearns, 4 in. ... 12 80
Do., 5 in. ... 16 00
Perfect, No. 1 ... 10 50
Canada ... 13 25
Hatch ... 13 25
National ... 12 00
America ... 19 00
Great West ... 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $9 75
No. 2 ... 10 75

HATCHETS, LATH—
No. 3 ... 10 00
No. 4 ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.o.b, Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner ... 11 00
Do., 2 burner ... 16 00
Discount 27½%.
Universal ... 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 ... 2 22

HINGES. SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set ... 1 85
Reliance Door No. 270.
Light, per doz. ... 3 15
Medium, per doz. ... 4 20
Heavy, per doz. ... 6 40

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz.	pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—
Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100 ft. ... 15 50
Do., ¾ in., 100 ft. ... 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... 21 per lb.
48 x 96 ... 21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set ... $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs. ... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt. ... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B. $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES. HAY
Spear Point ... 15 00
Lightning ... 14 00
Heaths ... 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard ... $0 44
Household ... 0 33
Shelf Lock. 4 to 8 ft. only ... 0 28
Faultless. 4 to 8 ft. only ... 0 44
Do., 10, 12 and 14 ft. ... 0 48
Single and Fruit Picking
10 ft. to 16 ft. ... 0 26
18 ft. to 20 ft. ... 0 27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 32 ft. ... 0 30
36 to 40 ft. ... 0 33
44 feet, and over ... 0 36
Special quality, 20 to 40 ft. ... 0 45
Three section extension ... 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned ... 12 75
Dash, plain ... 18 75
Do., Japd. ... 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs ... 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases ... 1 35 doz.
3 doz. cases ... 1 20 doz.
6 doz. cases ... 1 15 doz.
Cold blast genuine ruby .. 5 40 doz.
F.o.b. factory.

LATCHES— Per doz.
Steel Thumb No. 2 ... 2 00
Do., No. 3 ... 2 50
Do., No. 4 ... 3 75
Barn Door, No. 5 ... 3 30
Do., No. 9 ... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List Ea.
Noiseless ... 17 50
Hamilton ... 14 00
Peerless ... 14 50
Snowball ... 19 50
New Century, Style A ... 19 75
Do., style B ... 21 75
Do., Electric ... 125 00
Playtime, engine drive ... 27 00
Ideal Power ... 30 00
Sunshine ... 10 25
Popular ... 14 50
Economic ... 16 00
Puritan ... 19 50
New Champion ... 21 50
Home ... 21 50
Vacuum ... 28 00
Home, water motor ... 30 00
Whirlpool, water power ... 32 00
Hydro, 1 Tub, engine drive .. 57 00
Do., do. electric ... 116 50
Rotary water motor washer 29 00
Connor, ball-bearing, with rack ... 22 75
Perfection, engine drive ... 65 00
Do., electric ... 132 00
Beaver ... 26 00
Beaver, power ... 27 00
Connor, vacuum ... 27 50
Patriot ... 21 50
Jubilee ... 12 50
Canada First ... 21 50
Minimax Electric ... 129 00
Mono-Vac, do. ... 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen ... $33 95
No. 8 dozen ... 44 90
Universal—
No. 4 dozen ... $40 00
No. 8 dozen ... 52 00

MOPS— Doz. net
Liquid Veneer ... $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small ... 10 00
S. W. Mops, complete ... 4 15
Mop Sticks, No. 8 ... 2 00
Cast Head Mop ... 2 00
No. 10 ... 2 30
Crank wringing ... 7 35
Smarts' ... 4 00
No. 11 Janitor ... 4 76
F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	3 inch	0 20
1⅛ inch	1 40	3¼ inch	0 15
1¼ inch	1 15	3½ inch	0 10
1½ inch	0 80	4 inch	0 05
1¾ inch	0 75	4½ inch	0 05
2 inch	0 60	5 inch	base
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	6 inch	base
		2¾ inch	0 30

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

INTRODUCING:

Empire Brush Brass Enamel

For renewing Brass Beds, Brass Fixtures, Radiators, Doorknobs, Mouldings, Picture Frames, and all materials where a Brush Brass Finish is Desired.

Can be applied to painted or unpainted surfaces.

Imparts a Rich Lustrous Finish, A Hard Permanent Surface—Dries Quickly—Ready for Use—Stands Washing.

MADE IN CANADA

It will pay you to carry this line

Retail Price, $1.00 per 4 oz. Tin.

Write Your Jobber—or Manufacturers Direct.

Empire Brush Brass Enamel Co.

KINGSTON, ONTARIO

Wrenches that are different

Distinctive in design — A Socket that cannot loosen—Made by new process which is patented.

Display our boards "G" & "H" given with every stock order. They show Socket and Flat Wrenches in various styles.

Write for a detailed description. Let us quote you prices.

Manufactured by

The Gray Ball Bearing Co.

Limited

686 St. Clarens Ave., Toronto

A Convenient 2½ lb. Package

Isn't it better to sell customers just the amount of goods they want and so win their satisfaction and confidence than to force on them more than they need—which will lead to waste?

Mix in Hot or Cold Water

Alabastine

Avoid imitations. There is only one Alabastine.

is put up in a special 2½-lb. carton as well as in the 5-lb. packages. Those who have small jobs get just the quantity they want. There is no waste. The cost to the customer is kept at the lowest possible mark. Your profit is 50 cents per case more and your customers feel they are getting a square deal.

The retail price is 40 cents per package.

Use Alabastine not only as a profit-maker but as a builder of good-will—of a larger list of satisfied customers and of larger business.

The Alabastine Company, Paris Limited

Paris, Ont. **Winnipeg, Man.**

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood, $3.65 base.
F. o. b. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.90 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b., Montreal, $4.35 base.
Carload freight allowed, Toronto, Hamilton and London.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch	$1 80	48 inch	$ 6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1846	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 30
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal.	$ 0 21
Palacine gal.	0 24
Gasoline net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Parafine	0.20.0

List, less 15 per cent.

Polarine per gal. list	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil E & Artic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.40
Do., tank wagons, net...0.09.40
Do., tank cars, net 0.08.40
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$ 0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1		
Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred		
No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe and dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		7 70
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in.	40%
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	76 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 75
4½ in.	56 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 46
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,		$18 40
3 in., in 10-ft. lengths list		22 30
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets	5 60	5 60

PLATES, COKE TIN

20x28x100 lb. basis, box	$17 50
20x28xIC, 112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	$14 00
IXX, 20x28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $12 00
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 4 35
No. 158, galvanized	4 45
No. 59, japanned	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 65% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING

	Montreal	Toronto
Samson, 1 ply, roll		$ 2 05
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 90
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles (4 Shingles in One, sq.		6 00
Everlastic (red or green, mineral surface, sq. 36" wide		2 85
Do., 18" wide		3 30

F. o. b. Montreal

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 50	10 50
Coal tar (crude)	9 00	9 21

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net.	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver manila, basis	0 20
British manila, basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marine, tarred	0 57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 35
Hemp, deep sea line basis	0 50
Hemp, tarred ratline basis	0 43
Hemp, tarred bolt rope basis	0 45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion ....List, less 10%
4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, O. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H. bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Set Screws	60 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1½ in.	13 50
1¼ in.	15 [illegible]

Are You Getting Owl Roofing Business ? ? ?

IT'S YOURS IF YOU WANT IT

The fastest selling, best made roofing on the market. Manufactured in a very modern factory with improved equipment. All the materials that go into the preparation of Owl Roofing must pass a rigid test for high quality. The raw materials are the finest money can buy. Owl Roofing is having tremendous success because it gives satisfaction to the user, also brings satisfaction to the dealer and to us. Suppose you get in touch with us when the cream of the business is yours for the going after.

WE'LL SEND YOU SAMPLES AND PRICES RIGHT GLADLY

Owl Roofing

Water tight, wind-proof and weather resisting. A strong, tough, durable roofing. 32 inches wide, 108 sq. feet. Easy to lay.

Owl Strip Slates

Asphalt slates make an artistic, permanent, fadeless, weather tight, fire-resisting roof. Made individual and 4 in 1 type. They will not curl or crack.

Owl Slate Surfaced Roofing

Provides an excellent covering where the highest type of roll roofing is desired.

W. WALKER & SON, LIMITED

Wholesale Hardware and Iron Merchants

10-16 Alcorn Ave. **Toronto, Ont.**

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Black
See Montreal and Toronto report

SHEETS, Corrugated
See weekly report.

SHEETS, Galvanized
See Weekly Reports.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 85 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Princess, nick., cyco b.b... 57 00
Standard, jap. fittings .... 46 0(
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl...	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin.......	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket	9 20
175—5 ft.	Linen Pocket	6 35
165— 5 ft.	Cotton Pocket ..	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	56	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. "ttings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above, per doz. 2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1..... 5 00
Newhouse, No. 1 .. .. 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60. F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb........$0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work – Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannia, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, aud 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.

Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	3 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed wire $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.

Stovepipe Wire
No. 18 .. ..$ 8 50
No. 19 .. .. 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

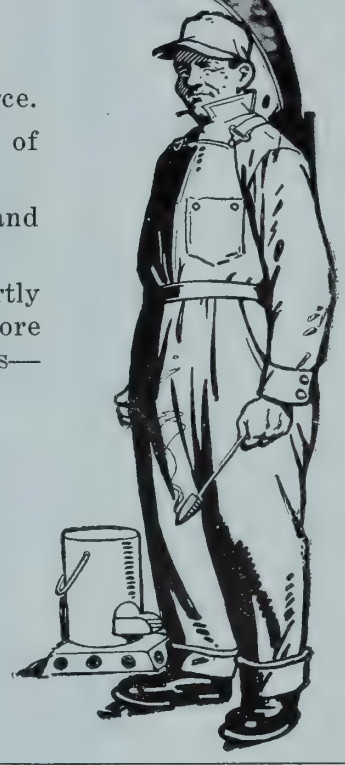
WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 357



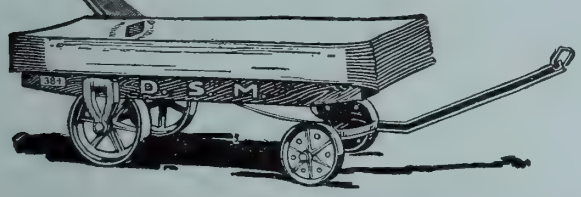
Slowly but surely the momentum of business is gaining force.

Every one of these sunny spring days thaws out a bunch of orders.

Basic conditions remain good. Canadian credit is high and exchange rate low.

Railway rates are still high, but when they come down shortly it will make good times better. Better get on board before it's too late. Good crops, normal production, fair prices—steady work—that's what we want, and it's coming fast!

TINKER TOM.



MADE IN PREMIER CANADA

Better Business Is Coming

Be Wise In Time

LIGHTNING GEM BLIZZARD

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls. ..	0 07	0 07
Less quantities .	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1	06-09½
Do., less quantities ..	11-15
Raw and Burnt Sienna 100 lb. kegs, lb.	06-09½
Do., less quantities ..	12-15
Imp. green, 100-lb. kegs..	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg ..	15-20
Do., No. 1, 100-lb. keg ..	-08
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs ..	-05
White ochre, 100-lb. keg	-06
Do., barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls........	05-08
Spruce ochre, 100-lb. keg..	05-08
Can. red oxide, bbls.	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure ..	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 35

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Allbagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry, ...	6 75
Agate, ...	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags..	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18
Brantford All Around list prices.	
Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure .	.....	.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks.....	$ 9 75
Genuine, 100 lb. casks......	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE	
Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.	
Barrels, per gal.	$ 60
Half-Barrels, per gal........	0 65
5s and 10s, per gal.........	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case..	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C. P., Co., pure colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond, floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white...	3 75
Do., colors	3 60
Re. Newitt, porch and floor.	3 55
Do., flat wall finish	3 35
Moore's House colors, white..	3 75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall. white	3 45
I. V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White.....	3 95
Do., H. S. Colors	3 60
Do., H. S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white ...	3 50
Do., color	3 35
Jamieson's Crown Anchor ..	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colrs..	3 60
O.P.W. Canada Brand, floor.	3 55
O.P.W. Flat Wall, white ..	3 45
O.P.W. Flat Wall, color ...	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white ..	3 45
Ramsay's Dull tone, colrs ...	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour 100%, white..	3 95
Martin-Senour, 100%, colors..	3 60
Martin-Senour, porch paint..	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors, ...	3 35
Martin-Senour, floor paint ..	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors ..	3 05
Pearcy's Prepared, white ..	3 40
Pearcy's Prepared, floor ..	3 00
A. & E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 37
1-lb. paper cartons, per lb.	0 35
½-lb. tins, per lb.	0 39
1-lb. tins, per lb.	0 37
25-lb. tins, per lb.	0 33
50 and 100-lb. drums, per lb., ...	0 31
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN—		
G., medium grade	3 00	3 50
Water white	4 75	5 25

SHELLAC Per gal.	Pure White	Pure Orange
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 08
B. H. Maritime Spar	5 13
B. H. Hard oil	2 76
B. H. Gold Metal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor ..	3 40
O. P. W. Jasperite Pale Hard Oil	2 50
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor ..	4 50
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing ..	4 85
Kyanize Interior and Floor	4 85
Luxeberry Light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear ..	4 40
Dougall Transparent, spar ..	4 90
Dougall Transparent, floor ..	4 40
Do., Nogloss, interior	4 40
Do., Interior	4 40
Copalite—	
Adelite, No. 103, Floor ..	3 90
Adelite, No. 105, Flat ..	3 90
Adelite, No. 100, Spar	5 70

F.O.B. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb. ..	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine per 100 lbs.		
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.......	3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

PILKINGTON
BROTHERS ~ LIMITED

GLASS

DO NOT spoil the appearance of your HOME or STORE by using INFERIOR glass.

CONTINUED REPEAT ORDERS from every quarter of the Globe testify to the quality of our products.

SPECIFY Pilkington glass and see that you get it.

and you will have the satisfaction of knowing that you have the best glass manufactured in whatever grade you purchase.

Polished Plate Window Glass Mirrors
Rolled Wired
Cathedral
and all other kinds of flat glass for building purposes

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	6 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%: over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%: machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18: ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8. $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75: 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft, per ft., 29½c; 36 to 40, 32c.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	....
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

	per gal.
Raw	1 15
Boiled	1 18

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	3 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire. f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape well	New Peerless
No. 4	.....	.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

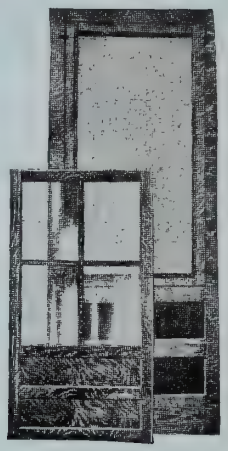
SCREEN DOORS AND WINDOWS

Another reminder of the possibilities open to you in this seasonable line.

We have an exceptionally fine selection of well made and well finished screen doors and windows.

NO WEAKENING NO SAGGING

STRONGLY MADE GOOD FINISH



Wire is secured in such a way that it will retain its position for years

Note the Combination Screen and Storm Door Mortised and Tenon Construction

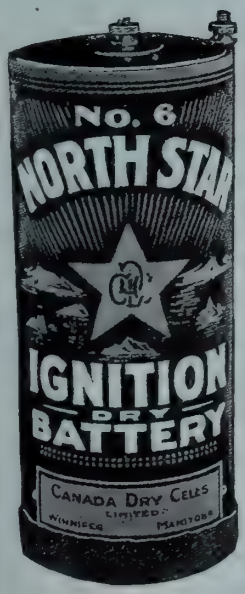
WE ARE READY TO FILL YOUR ORDER TO-DAY

J. H. ASHDOWN HARDWARE CO., LTD.

Calgary WINNIPEG Saskatoon

More service to the user —More profit for you

NORTH STAR Dry Cells Multiples



Experienced battery users prefer North Stars for the lasting power that's in them — dependable at all times, and under all conditions.

Most dealers prefer North Stars because they're ready sellers. Their guaranteed quality has established a wide preference that is proving profitable for dealers and users alike.

Are you ready for the Spring demand?

Order from your jobber

NORTH STAR MULTIPLES

The ideal unit battery, giving unapproachable service for heavy, intermittent ignition. Your customers want this kind.

CANADA DRY CELLS LIMITED

WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color.	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 80
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5″ wheel	$3 85
No. 158, gal. 5″ wheel	4 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg, No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50, 10 in., ...12 in.....15 in......
18 in. ....

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Black (Dozen)	N.P. (Dozen)
No. 1	$4 60	$5 00
o. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Regent	$69 00
New Era	76 50
Universal	49 50

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED
WINNIPEG, MANITOBA

One of The Bridgeport Popular Sellers
4 TOOLS IN ONE

Get a Supply from your jobber without delay.

Four tools for the price of one—hatchet, hammer, box chisel and nail puller combined. The Tomahawk Box Tool is one of the most practical and useful tools for store, warehouse, office, factory and home. There are many prospective purchasers in every locality. Display this tool in your show windows and cases.

Made in one piece, of high carbon drop-forged steel with two pieces of hardwood securely rivetted to it, forming a smooth perfect gripping handle.

The Bridgeport Hardware Mfg. Corp.
BRIDGEPORT, CONN., U.S.A.

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Sutherland Bros., Confederation Life Bldg., Winnipeg, Man.

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W. J. Latimer, 107 Hocken Ave., Toronto, Ontario.

If interested tear out this page and place with letters to be answered

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The line of "Red Devil" Slip Joint Pliers

An Attraction to your store

An attractive display of this popular line of pliers cannot fail to interest every electrician, mechanic, motorist or householder and bring him to your store.

"Red Devil" Slip Joint Pliers represent the most advanced design in tools. Extra wide handles are scientifically shaped to fit the hand and increase the leverage. The dentyne knurling assures a firm grip without pinching the hand.

Made in a variety of styles and sizes to suit every taste. Forged of tool steel, beautifully nickel plated and of excellent workmanship throughout.

Send for literature and trade prices.

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Manufacturers of "Red Devil" Tools
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TANKS

Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your Money Back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

Holes in the pans,
Leaks in the still,
Mendets on the counter
Means cash in the till.

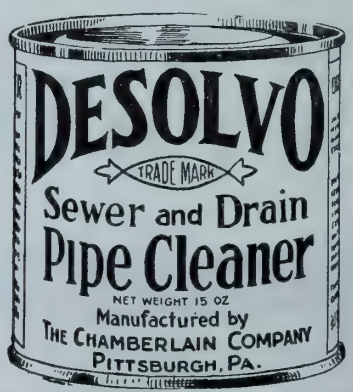
They occupy small space and are continually moving out with the customers to make room for more.

Display Mendets and they sell themselves.

From your Jobber or direct.

Collette Mfg. Company
Collingwood, Ontario

Your Jobber has them



Desolvo

A Time and Money-Saver

If you do plumbing in addition to your hardware business, it will pay you to keep Desolvo on hand. It will shorten your time on jobs and will make profitable sales to customers.

Desolvo just has to be mixed with cold water; it generates heat that quickly removes any stoppage from pipes. It saves tearing up floors, lawns, etc.

Order from your jobber.

The Chamberlain Desolvo Co., Ltd.
109 Church St., Toronto

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Western Canada Representatives: N. D. McPhail & Co., 528 Standard Bank Bldg., Vancouver, B. C. 408 Donalda Block, Winnipeg.

WHEN you sell a RUBBERSET BRUSH—you know, beyond question, that it will prove satisfactory. That customer will think better of your store because you sold him an article of merit.

No matter what kind of a Brush he wants, RUBBERSET make it—for fine finishing; rough work; for manufacturers; for toilet uses and shaving—RUBBERSET make 'em all—and RUBBERSET guarantee them all.

If you find a bigger demand for Brushes than you anticipated—remember we can ship from stock on short notice.

If your jobber does not handle RUBBERSET BRUSHES, will you write us direct?

RUBBERSET CO., LIMITED

Factories: Toronto and Gravenhurst

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BABBITT METAL
Canada Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BALE WIRE
British Empire Steel Corp. Ltd., Montreal.
Kenwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Terrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BROOMS
Canada Brush Co., Ltd., St. John, N. B.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING,
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubbersett Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

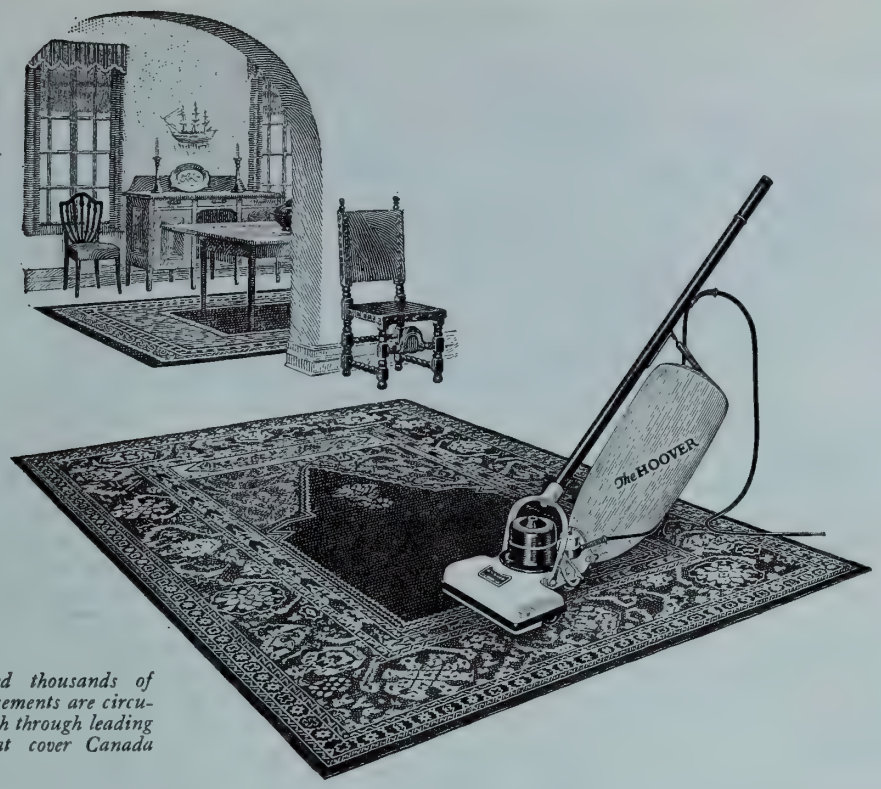
BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubersett Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

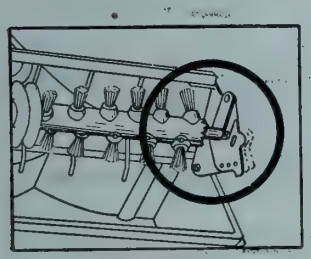
BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.



Many hundred thousands of Hoover advertisements are circulated each month through leading periodicals that cover Canada

Let the "Housecleaning Backaches" of Spring Help You to Greater Profits



The Brush May Be Easily Adjusted

(Another Patented Hoover Feature)

THE soft bristles of the Hoover brush, carefully selected to produce the best carpet cleaning results, will gradually wear, just as all brushes do. Eventually any brush must be lowered or become useless until replaced. The adjustment of the Hoover Beating-Sweeping Brush is simple. No tools are required; a woman can easily disconnect the belt, pull out the brush guard, and lower or raise the brush. Thus The Hoover may be kept at highest cleaning efficiency; the user is also saved the cost of new brushes. Covered by Hoover patents granted December 9, 1919, and January 20, 1920. Over fifty other patents protect the salient features of electric cleaner construction. Other applications for patents pending.

Now, while men keenly recall the bare floors at home occasioned by sending out the rugs for cleaning—

Now, while women's backs still ache from moving heavy furniture and from performing old-fashioned dusting and cleaning—

Make your start as an Authorized Hoover Dealer!

Let us put one of our trained Hoover salesmen at work in your locality at this psychological time.

He will go into homes where rugs have just been cleaned by the usual methods—and prove by a Hoover demonstration that those supposedly clean rugs are in reality *not* clean!

Women will welcome him—they will be glad to hear how The Hoover can relieve them forever of such housecleaning drudgery as they have so recently been forced to endure.

Your co-operation will bring you the same splendid profits that Authorized Hoover Dealers everywhere are enjoying.

Join forces with us now—our years of experience are at your command, ready to help you start off on the right foot and continue to sell Hoovers in profitable number the year around.

A small space in your store, a small investment in Hoovers—*on a guaranteed sale basis*, twelve profits a year through monthly turnovers of your stock—that is our proposition, if you will give us your hearty co-operation.

Investigation does not obligate you in any manner. Send today for a Hoover representative.

THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario

The HOOVER

MADE IN CANADA

It BEATS—as it Sweeps—as it Cleans

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal.
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Beatty Bros., Ltd., Fergus, Ont.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Hanson Co., Ltd., Montreal.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Parkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skreen Door Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THIS will be a big year for Barrett Roof-Repair Specialties. For most people are trying to save money. They're not going to buy new roofing if they can patch the old roofs and make them last another year.

That's one reason why the two Barrett products described below are going to be such fast sellers—they're the greatest materials on the market for making old roofs last longer.

Another reason they're going to sell fast is because our advertising campaign will remind them of Barrett products when they are thinking of repairing their roofs.

Everlastic Liquid Roofing Cement

One coat of Everlastic Liquid Roofing Cement makes old prepared and "rubber" roofings almost as good as new. It forms a smooth, tough, durable surface that adds years of extra service.

Mention this to your customers. They'll thank you for the money-saving suggestion. Everlastic Liquid Roofing Cement is easy to apply and comes all ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

Anyone can apply it

Plastic Elastigum Patching Cement

No wonder this famous Barrett product is called "the plastic cement of a thousand uses!" Patching leaks and holes in all kinds of roofs, repairing flashings, relining gutters and cisterns—these are a few of the uses for which it is unequalled. It's easy to apply and sticks to either a wet or dry surface. Don't be without a stock.

Relining a gutter with Plastic Elastigum

Sold in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
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FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Limited Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

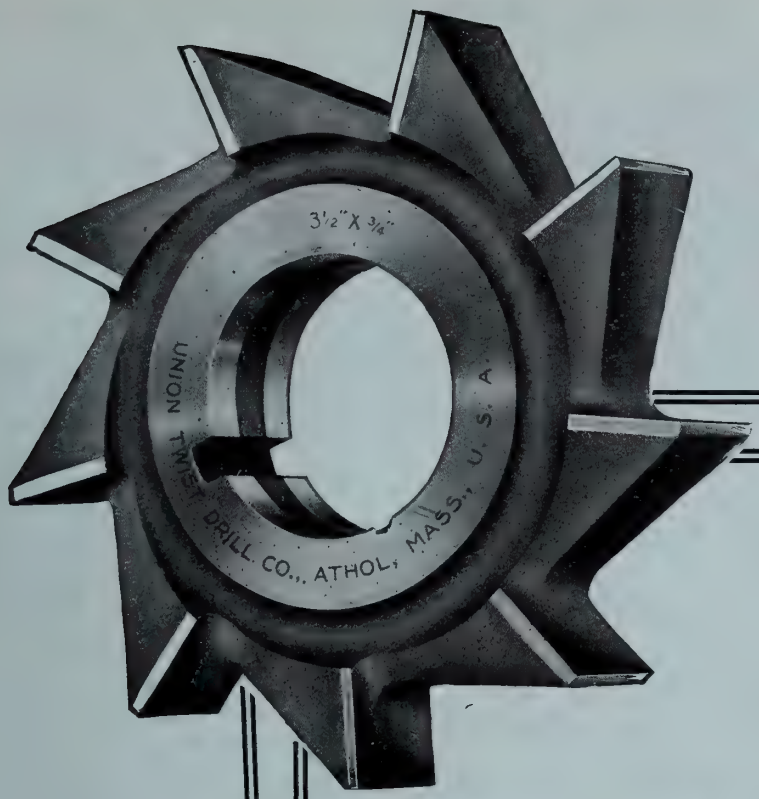
GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.



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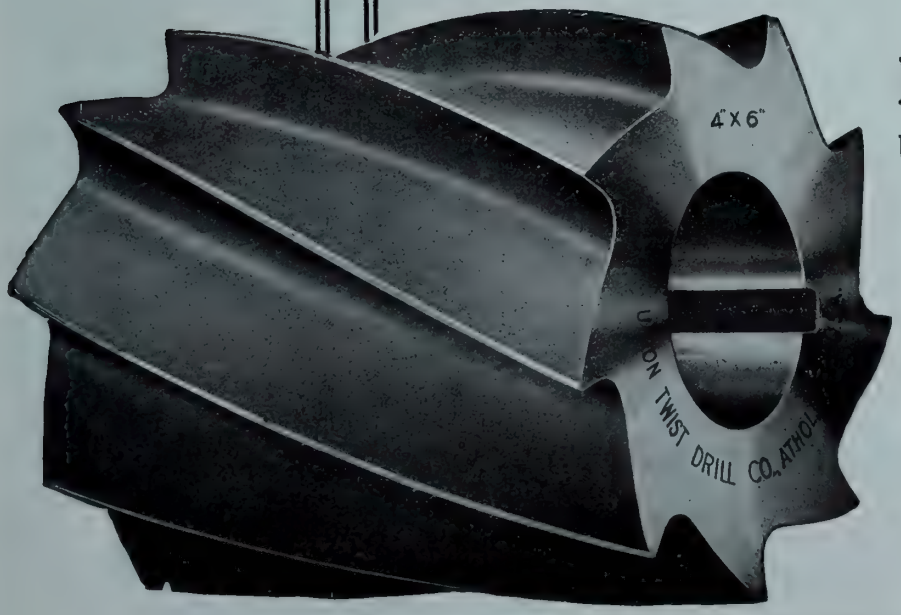
There is a marked advantage to the hardware merchant in handling Butterfield's Tools. Their prestige and popularity makes them easy to sell with only reasonable effort on your part.

Their speed, accuracy, and reliability has made them liked and respected by capable machinists everywhere.

This undoubted leadership in their field has made them come first to mind with buyers and purchasing agents. It will pay you to get in touch with all who purchase for the large plants, shops and factories near you.



Butterfield & Co. Division
UNION TWIST DRILL CO.
ROCK ISLAND, QUEBEC

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 1 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 784 Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

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THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co. Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Hurtubise, Limited, Montreal.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Conner & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co.. Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Quality Tool Works, Ltd., Montreal.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lamarre & Co., Ltd., St. Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
British Empire Steel Corp. Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walker Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont

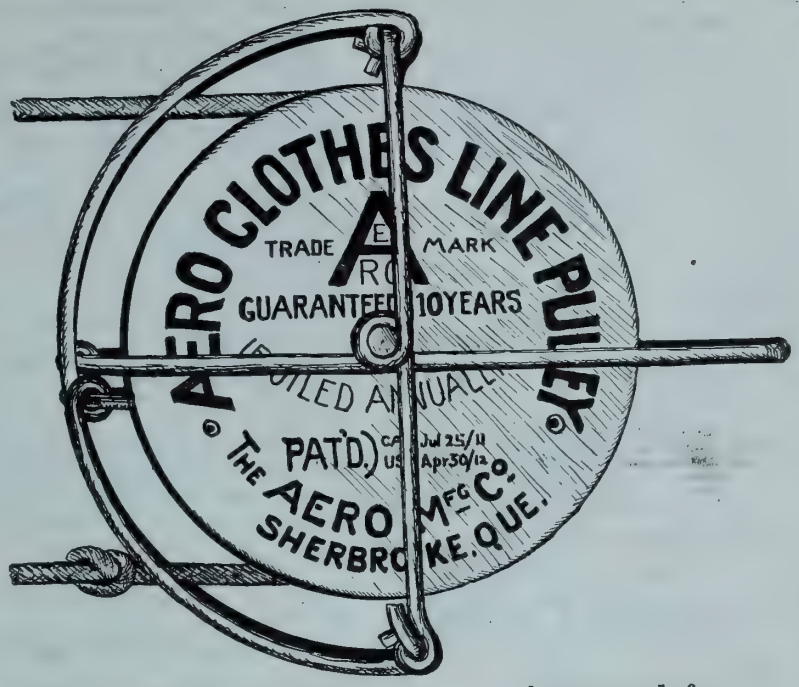
KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

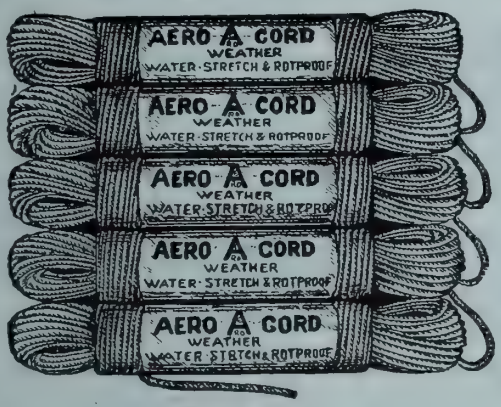
KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

Aero Pulleys



These are the most effective clothes line pulleys known. The Aero Clothes Line Pulley has a deep V-shaped friction groove which will accommodate itself to various diameters of clothes line. The space between groove and guard is sufficient to allow passage of knots. The weather-proofing treatment repels moisture; hence, no freezing. Pulley being of wood, weather-proofed, lubricates itself at bearings, rendering it noiseless and smooth working. The use of wood does away with all troubles from rust. The large axle and bearings render the Aero Clothes Line Pulley capable of carrying heavier loads than others used for a like purpose. The diameter (6″) insures easy working for long drives. The wire guard guides the rope to its proper place on pulleys no matter at what angle the pulley may be swayed by the wind. The price is lower than for others of similar diameter. The Aero Junior (2 3-4″) is for general domestic use.



Aero Cord

The only truly weather-proof, rot and stretch-proofed cordage made. It is superior in tensile strength and durability. Aero Cord is made by covering a special, twisted, fibre core with braided, multiple plies of cotton under high tension. It is also weather-proofed. Aero Cord is unexcelled for Sash Cord, Clothes Line, Trolley Cord, Bell Cord, Signal Cord, Tent Rope and Tiller Rope, Awning Cord, Whistle Cord, Log Lines, Tow Lines.

Put up attractively in hanks and coils.

Foreign Representatives and Distributors :

J. & W. SHALE
Limehouse - London, England
and
H. G. MITCHELL
Canton, Ohio, U.S.A.

The Aero Mfg. Co., Ltd.

Lennoxville - Quebec

Western Agents

THE H. H. PERRY CO., LIMITED

Winnipeg, Man.

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Christopher Johnson & Co., Sheffield, England.

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Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Canadian Laco Lamps, Ltd., Toronto, Ont.

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A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto

A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co. Ltd., Moncton, N.B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Prush Co. Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

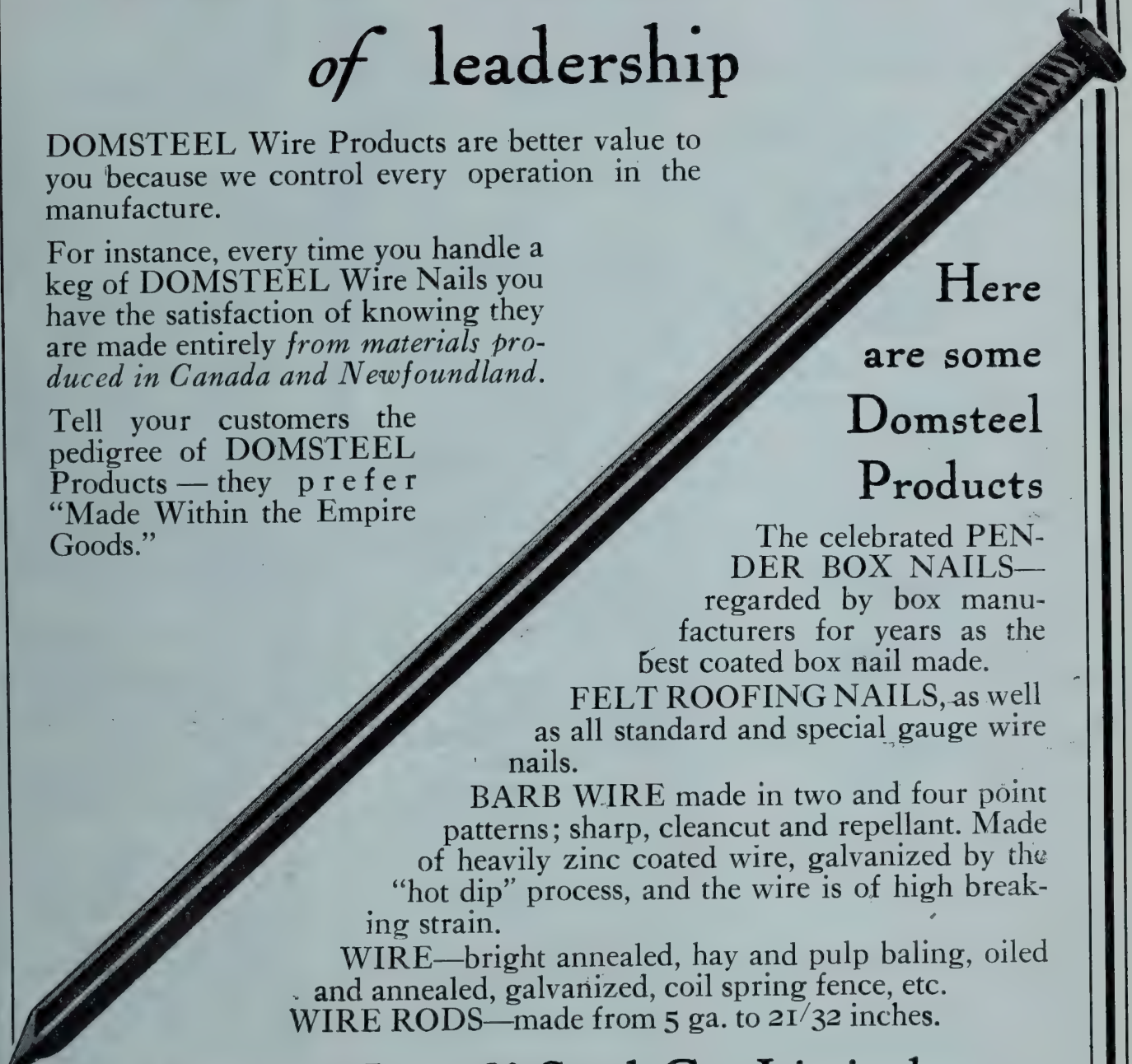
PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

The EVIDENCE *of* leadership

DOMSTEEL Wire Products are better value to you because we control every operation in the manufacture.

For instance, every time you handle a keg of DOMSTEEL Wire Nails you have the satisfaction of knowing they are made entirely *from materials produced in Canada and Newfoundland.*

Tell your customers the pedigree of DOMSTEEL Products — they prefer "Made Within the Empire Goods."



Here are some Domsteel Products

The celebrated PENDER BOX NAILS—regarded by box manufacturers for years as the best coated box nail made.

FELT ROOFING NAILS, as well as all standard and special gauge wire nails.

BARB WIRE made in two and four point patterns; sharp, cleancut and repellant. Made of heavily zinc coated wire, galvanized by the "hot dip" process, and the wire is of high breaking strain.

WIRE—bright annealed, hay and pulp baling, oiled and annealed, galvanized, coil spring fence, etc.

WIRE RODS—made from 5 ga. to 21/32 inches.

Dominion Iron & Steel Co. Limited

controlled by

British Empire Steel Corporation Ltd.

Stocks at Sydney, St. John, and Montreal

General Sales Office:

120 St. James St., Montreal

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

RIFLES
H. W. Cooey Arms Machine Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Dean Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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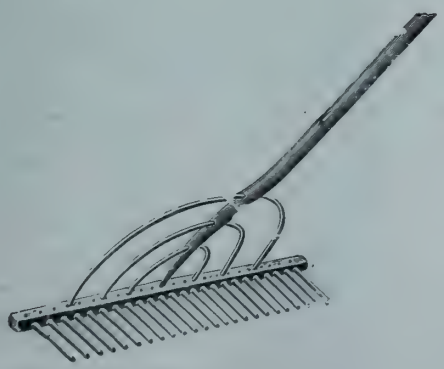

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Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

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E. C. Atkins & Co., Hamilton, Ont.
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Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.
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Oneida Community, Ltd., Niagara Falls, Ont.
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Simonds Canada Saw Co., Ltd., Montreal, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
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SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Canada Metal Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

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Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Manitoba Steel & Iron Co., Winnipeg, Man.
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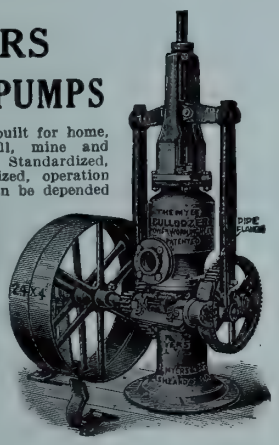

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United Brass Founders & Engineers, Limited, Manchester, Eng.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Ltd., Montreal.
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Wilkinson & Kompass, Hamilton.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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Thos. Birkett & Son, Ltd., Ottawa, Ont.
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H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
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Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.

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British Empire Steel Corp., Ltd., Montreal.
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Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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Bridgeport Hardware Co., Bridgeport, Conn.

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British Empire Steel Corp., Ltd., Montreal.
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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New Brunswick Wire Nail Co. Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Graham Nail Works, Toronto.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
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2262 Half Page Sporting Goods Dealer—May ★

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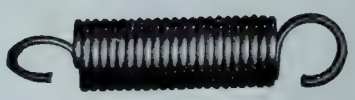

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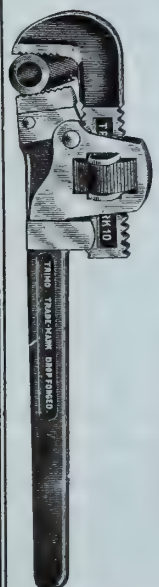

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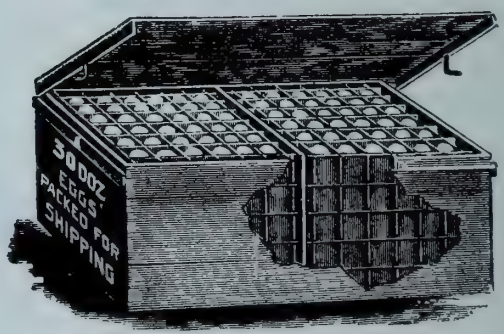

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The blade is made of the finest quality steel. Teeth are properly tempered so that they will not break or bend under ordinary conditions.

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If they don't you should see to it that they do. There is good agents' profit in handling the Spramotor—the sprayer that sprays everywhere a plant-destroying insect can get.

The farmer knows of the Spramotor—it has been advertised in his farm papers for years. Our advertising, and the good word of satisfied farm users, have done most of the selling for you. Putting the Spramotor before the farmer, and telling him you are our agent is your work.

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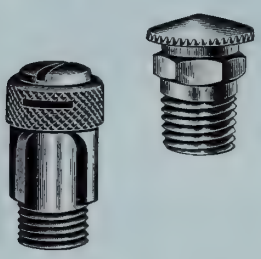
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"



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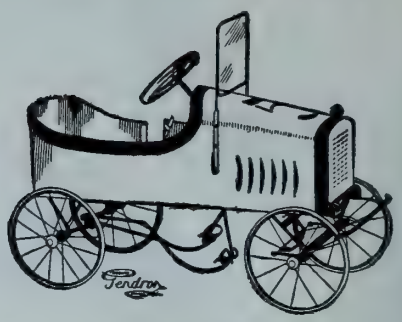

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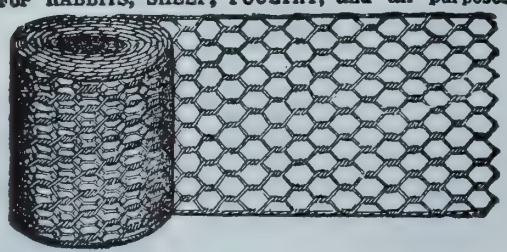

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TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

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Also Wrappings of all kinds

Leading dealers all carry them.

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HARDWARE AND METAL has been published every Saturday for the past 33 years, and is subscribed to by every wholesale hardware firm, and practically every worth-while retail hardware buyer in Canada, as well as by purchasing agents of many of our largest railways, mines, Government purchasing depts., and industrial concerns.

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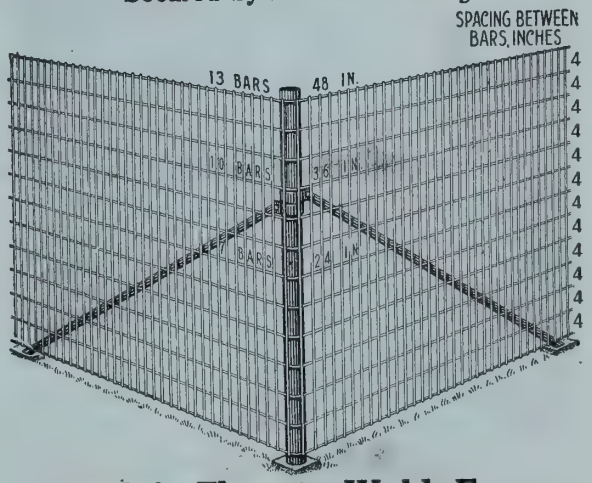

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Made with a weld that is definitely guaranteed to hold and not permit wires to separate. The mesh is close and uniform, the welding absolutely firm and secure and the fence firm and strong. Sells for stall guards (replacing wood), gardens, orchards, grape arbors, tree and window guards, tennis courts, etc. Unexcelled for partitions in stock rooms, factories and warehouses.

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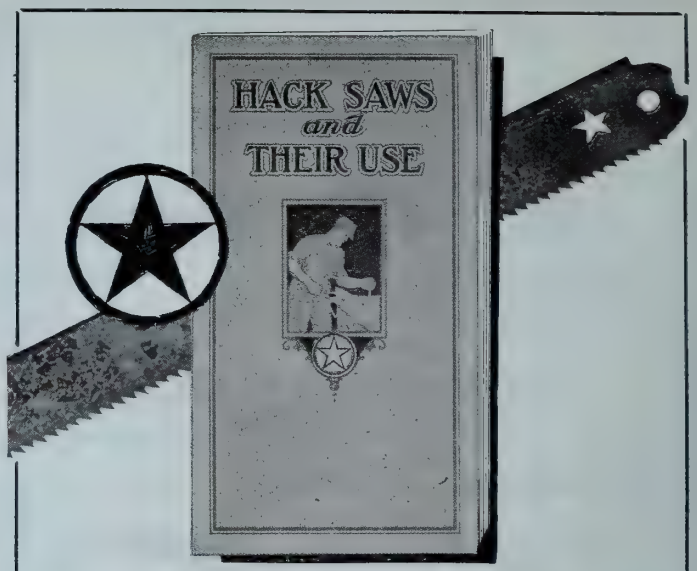

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Gives you a knowledge that will help you sell more saws and get better results for the customers you are now selling.

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BECAUSE *they know* that REED ROOFING CEMENTS will give their customers the maximum service and satisfaction a good Roofing Cement Should.

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Bowser Equipment has never started or contributed to a fire.

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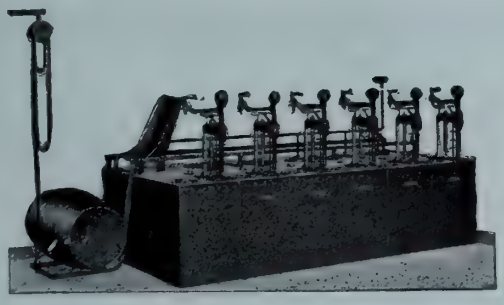

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Bowser Equipment is MADE IN CANADA by
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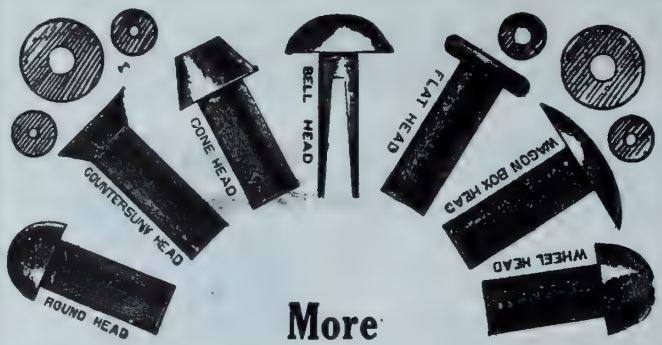

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are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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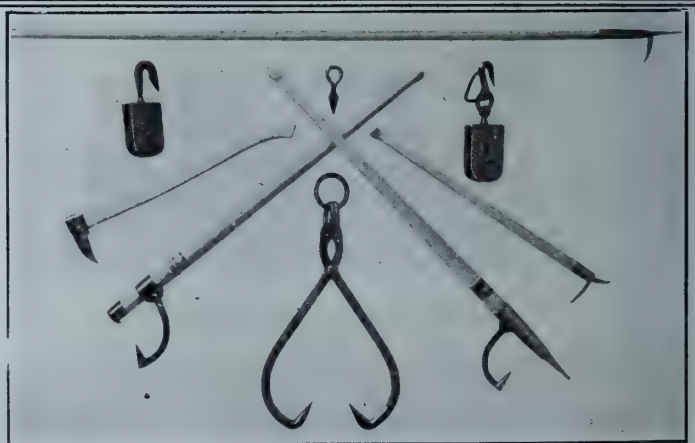

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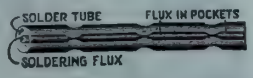

Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave,, Chicago, U.S.A

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Made in Canada by

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Horseshoeing Foot Vise and Boltheader

Made in Canada

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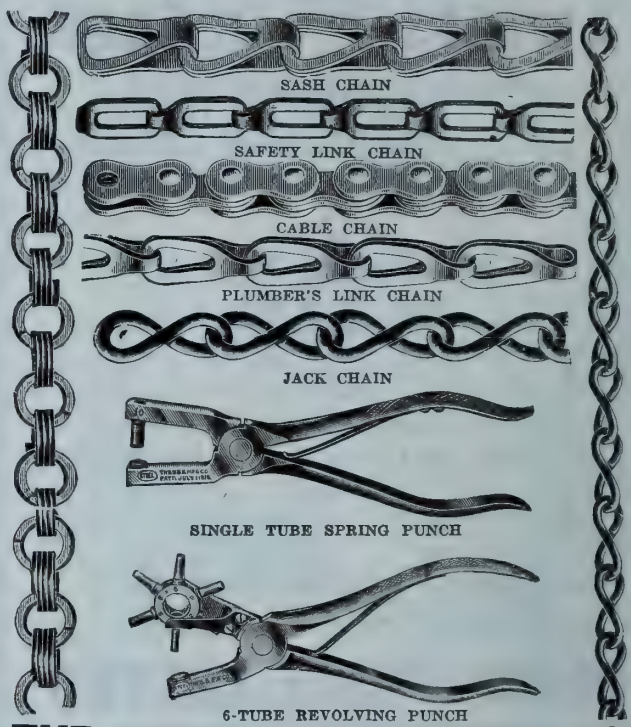

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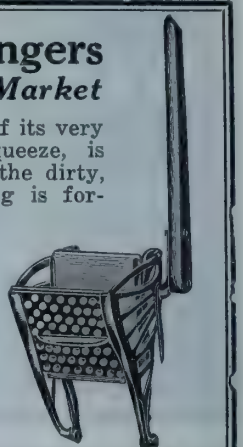

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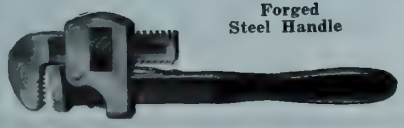

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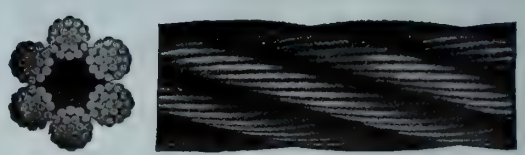
WIRE ROPE AND FITTINGS



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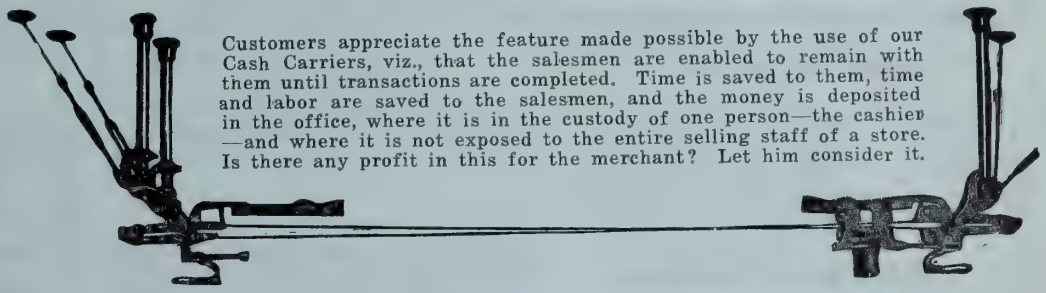

Customers appreciate the feature made possible by the use of our Cash Carriers, viz., that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office, where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.

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NIAGARA FALLS, CANADA
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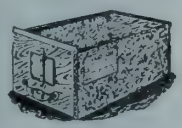

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216 RINK STREET PETERBOROUGH ONT.

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Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

RIGHT NOW IS THE TIME TO SELL

ALOXITE SCYTHE STONES

SPRING is in the air!

It's time now to sell Aloxite Scythe Stones to the Farmer, the Gardener, the Handy-man and the Householder.

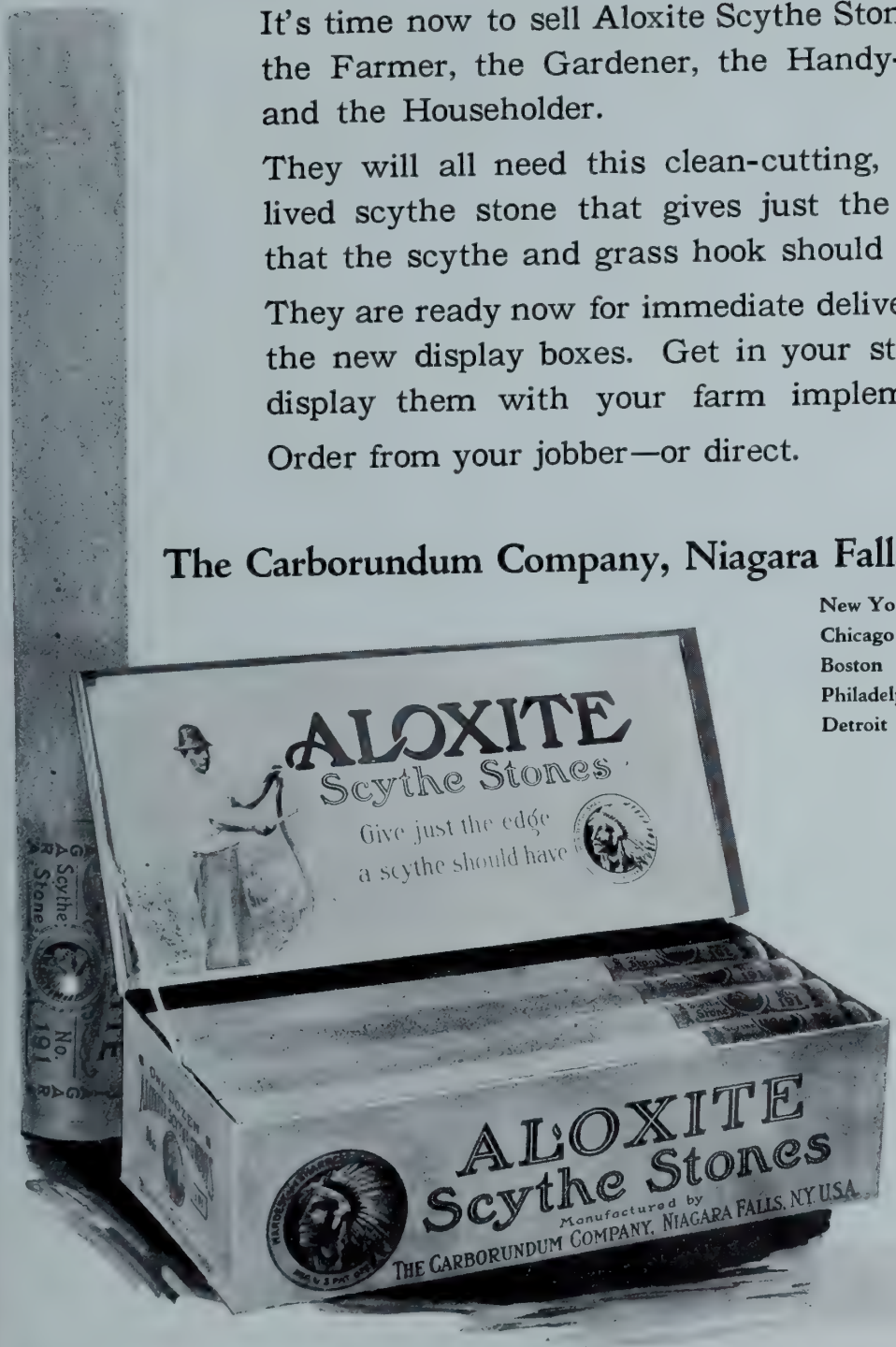
They will all need this clean-cutting, long-lived scythe stone that gives just the edge that the scythe and grass hook should have.

They are ready now for immediate delivery in the new display boxes. Get in your stock—display them with your farm implements.

Order from your jobber—or direct.

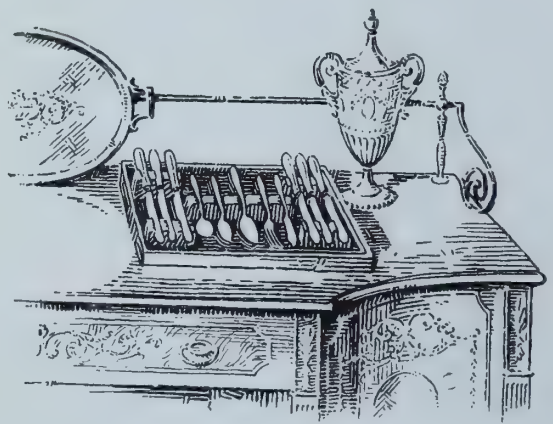
The Carborundum Company, Niagara Falls, N. Y., U.S.A.

New York	Cleveland
Chicago	Cincinnati
Boston	Pittsburgh
Philadelphia	Milwaukee
Detroit	Grand Rapids



For More Business During the Bridal Season

"Petit Buffet"
IN COMMUNITY PLATE



The new Community "Petit Buffet" is the most striking display feature ever offered to the silverware trade. It is given free when ordered with a 26-pc Set Community Plate.

This fascinating "Petit Buffet" will delight the housewife. Not only is it beautiful in itself, but it is also a practical, permanent container for the silverware. It slips easily into the Buffet or Sideboard drawer.

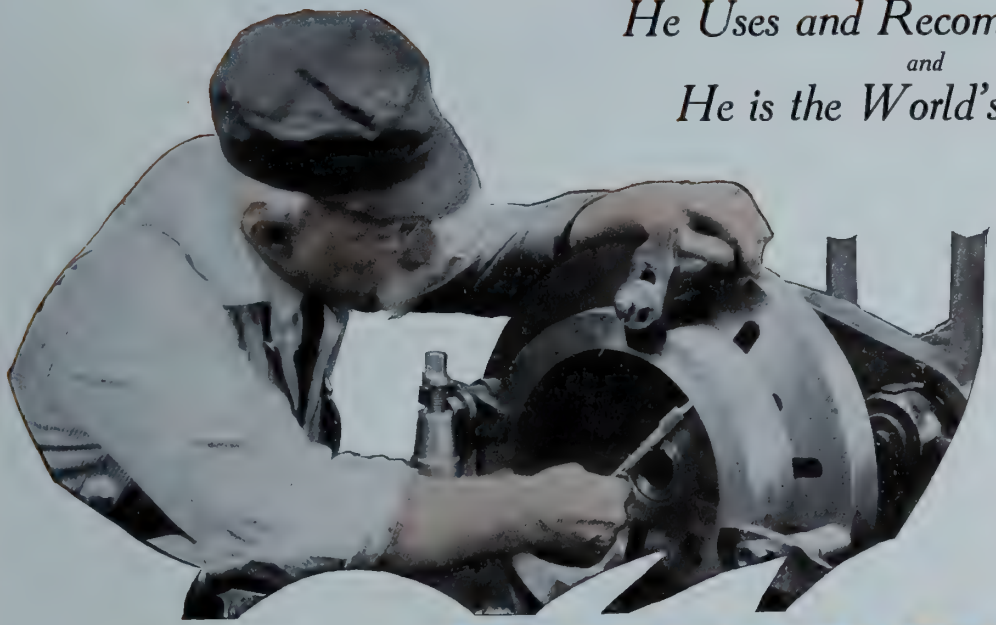
The 26-pc Sets with the "Petit Buffet" can be sold at the same price as a bulk set,—a big saving over the same 26-pieces with any chest.

Your wholesaler can supply you.

Hardware and Metal

Vol. XXXIV. No. 20 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE: TORONTO, CANADA | May 20, 1922

He Uses and Recommends Them
and
He is the World's Mechanic



BROWN & SHARPE TOOLS

They Add Sales and Permanent Satisfied Customers

The Traditions of 72 years fortify the craftsmanship that excels in these fine tools. (Brown & Sharpe Tools were the first precision tools in America—Mr. Brown invented the Vernier Caliper and introduced the Micrometer).

The REPUTATION of their high accuracy, excellency, and steadfast reliability lives in every mechanic's mind. It is an invisible argument that is a real living recommendation to all users of Machinists' Tools.

The SUPERIORITY finds itself in the accurately fitted parts, the distinguishing finish, the clean cut graduations, the world known accuracy, and long life.

THEY ARE THE CHOICE OF MECHANICS EVERYWHERE. THEY BRING PERMANENT CUSTOMERS TO THE DEALER WHO SELLS THEM. CATALOG ON REQUEST.

WE PROTECT THE DEALER

BROWN & SHARPE MFG. CO.

Providence, R. I., U.S.A.

EVEREADY
Octagon Head Diffused Light

EVEREADY
Diffused Light Type

EVEREADY
Pocket Light

EVEREADY UNIT CELLS

The battery is the power house of the flashlight. It's easy to keep your flashlight always in working order with bright-burning, long-lived Eveready Unit Cells. They fit and improve all tubular flashlights.

Are You Getting Your Share of the Flashlight Business?

The increase in sales of Flashlights in the last few years is the best evidence that flashlights are a profitable line for the dealer to sell.

There are dealers in Canada, with comparatively small stores, who are turning over thousands of dollars in Flashlight and Flashlight Battery Sales every year. Why? Because Eveready Flashlights are the most convenient, dependable, and economical form of portable light made and the public—your customers—know it.

Eveready advertising has made every man, woman and child familiar with the Eveready Flashlight. The sturdy construction of Eveready Flashlights and the long life of Eveready Batteries bring safety and comfort wherever a light is needed for temporary use at night.

You should have a share of this profitable business. Write to us for details and prices—or ask your jobber's salesmen.

Canadian National Carbon Co., LIMITED

Montreal Toronto Winnipeg Vancouver

EVEREADY FLASHLIGHTS

—For Safety's Sake

DIETZ LANTERNS

All Dietz Cold Blast Lanterns have special features as follows

Dietz security standing bail; patent brass eyelets, patent safety burner; patent positive-locking globe lift; large oil filler with wired filler cap and double seamed solderless oil fount. Where needed to protect the lift mechanism from strain these lanterns have specially braced lift-guides

Made in—short or regular pattern
plain or red enamelled

We are the exclusive agents in Ontario for these lanterns and are prepared to give your orders and enquiries immediate attention.

HOWLANDS SAMSON QUALITY

H.S. Howland & Sons Co.
LIMITED
TORONTO

HOWLANDS SAMSON QUALITY

If interested tear out this page and place with letters to be answered

Cashing-in on Bride Time

This is a great time of year! Everybody getting married! Stag parties for the lucky bridegrooms and showers for the beautiful brides-to-be.

And, incidentally, it's a great time of year for *business.* It's a time when hundreds of merchants handling Diamond Ware or Pearl Ware do a rattling fine business.

Make up a set of the Diamond Ware or Pearl Ware utensils a bride will want in her new home, display it in your window as such, and offer it at a special price.

Urge women of your locality to give brides *Diamond* Ware or *Pearl* Ware showers instead of kitchen showers. Appeal to brides in every way at your command. Watch your local paper for engagements. Then drop the happy young ladies notes suggesting that Diamond Ware or Pearl Ware Enameled kitchen utensils would be ideal for their new kitchens. Tell them of the special price you've put on the set.

At some of her showers a bride may get say half a dozen Diamond or Pearl Ware utensils. She will want to fill up to make the set. That's where *you* come in once again.

And don't forget this point. She'll never be able to buy Diamond Ware or Pearl Ware to fill her set from any wandering peddler. She must buy from the merchant—right over the counter!

Watch for our special Bride Ad. In this we advise women to see the nearest hardware merchant before giving any showers.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

UNIVERSAL GARAGE DOOR SETS

There is a lot of satisfaction in knowing that you are selling the most attractive and integral Garage Door Set that can possibly be produced.

The neat appearance of Universal Garage Door Sets itself sells them whenever they are displayed while their quality creates a satisfied customer and consequently a consistent one.

CONVENIENTLY PACKED

in order to save your time in unpacking

3 pair 8-inch Extra Heavy Tee Hinges
1 No. 1056 x 6 inch Wrought Steel Chain Bolt
1 No. 1056 x 6 inch Wrought Steel Foot Bolt
1 No. 1240 Wrought Steel Door Latch

This handsome easily sold set weighs 10 Lbs., and is packed 6 sets to the case.

Ask For Prices.

Canada Steel Goods Co., Limited

Hamilton, Canada.

If interested tear out this page and place with letters to be answered

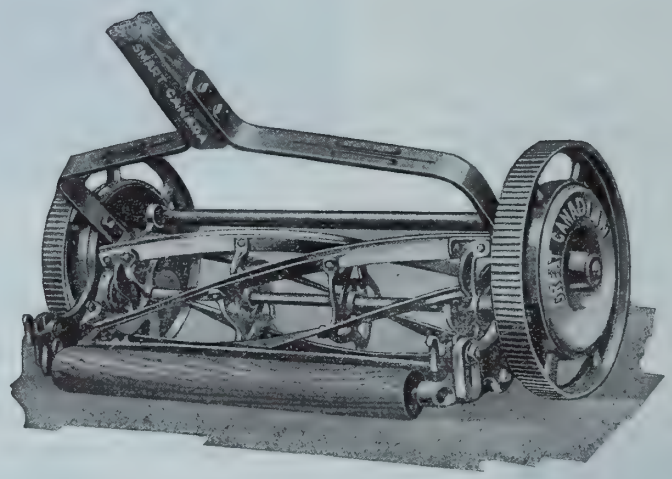
CANADA
FOUNDRIES & FORGINGS
LIMITED

THEY ARE ALL SMART

THE BROCKVILLE MOWERS

Great Canadian

Bluebird



Redwing

1,000 Islands

Whippet

EFFICIENT DURABLE ATTRACTIVE
WARRANTED PRODUCTS

Shipping From Stock at Brockville and Winnipeg

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

DAVIDSON

Made in DAVIDSON'S GOODS MADE IN CANADA THE SEAL OF DURABILITY *Canada*

Always buy Goods bearing this label

ENAMELEDWARE

The CLEAN *Ware*

"MARATHON"	"PREMIER"	"COLONIAL"
Chocolate and White	**Blue and White**	**All Grey**

THE Davidson "Seal of Durability" on any article of Enameledware is the equivalent of the sterling hallmark on silverware.

It denotes a quality and a workmanship which is recognised everywhere as the best.

The dealer who sells Davidson Enameledware has absolute confidence in it, because of his past experiences.

The housewife who has used it knows that for its wearing qualities alone, it is the most satisfactory Kitchen Ware she has ever used.

So it always pays to carry a full stock of these brands, because they create a steady demand and are, moreover, very profitable lines.

If you are not as yet on our books let us send you a sample order.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office : Montreal

Branches : Toronto Winnipeg Calgary Vancouver

If interested tear out this page and place with letters to be answered

McDOUGALL'S

For nearly 36 years McDougall's have built rugged, efficient pumps. The line now includes a pump for practically every purpose.

Constant improvements in design, refinements in mechanism–linked with an absolutely unchangeable determination to build into McDougall products only the best materials, and to employ highly skilled craftsmen—have made the name McDougall a leader in the pump field.

Write us on your pumping problems.

PUMPS

If interested tear out this page and place with letters to be answered.

The Best Corner in Your Store and the Best Thing in the Corner

From the occasional sale of a straight bladed razor that your customer took "for better or worse" for all time, has grown your Shaving Corner—a department that takes up little of your floor space, but looms large in your statement of profits—

a department that not only turns over its stock frequently at a satisfactory profit, but builds permanent customers for your store.

When you sell a Gillette Safety Razor, you make a sale and a permanent customer at the same time—a customer not only for blades, but for everything in the shaving corner and everything in your store.

"Around the British Empire with the New Improved Gillette"

Tie up with the big Empire Day advertisement appearing all over Canada on May 23rd. Clip this advertisement from your daily paper of the 23rd. Put it up in your window May 24th and for the rest of the week. It will be good advertising for you and for the Gillette Razor.

MADE IN CANADA — TRADE Gillette MARK — KNOWN THE WORLD OVER

Gillette Safety Razor

GILLETTE SAFETY RAZOR CO. of Canada, Limited

MONTREAL, QUE.

Cleveland Grindstones
Are the Biggest Sellers

THE grindstone easiest to sell is the grindstone that offers the dealer the greatest profit-making opportunity. More sales are made and each sale is made more quickly.

This is why most dealers carry Cleveland Grindstones. They are the best known among the trade and among users.

Cleveland Grindstones are equipped with the famous Genuine Berea or Lake Huron Stones produced only in the Berea and Lake Huron Quarries owned by the Cleveland Stone Company.

The frames are constructed in our own factory and are sturdy, compact and durable. Long wear is built into every frame and mounted with Cleveland Grindstones the entire outfits give full and lasting satisfaction to users.

And you can greatly increase your grindstone business this year if you will bring your grindstones up toward the front of the store for a time during the selling season.

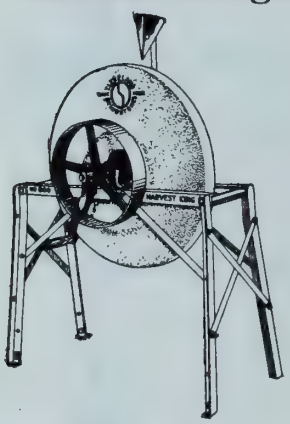
Right now, farmers are most likely to buy a grindstone if they are reminded of it. And the easiest and best way to be sure they **are** reminded of it is to display your grindstones where your customers can see them.

The little time and effort required to do this will pay handsome profits in the shape of extra sales. Try it now, for **now** is the time when the effort will pay the biggest profits.

THE CLEVELAND STONE CO.

814 UNION BUILDING, - CLEVELAND, OHIO

Harvest King

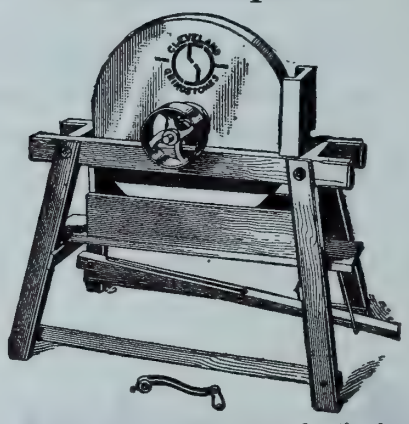


Here is one of the fastest sellers among power grindstones and is carried by nearly all hardware dealers. It is substantial, sturdy and will last a life time, yet is low priced.

The frame, constructed in our own factory, is of heavy angle steel 1¼″ x ¼″ x ⅛″ and is strongly braced.

The stone is our standard high grade selected Cleveland grindstone 24″ x 2″. Has a ⅝″ shaft, 12 x 2⅜″ pulley and heavy steel roller bearings, hand crank and drip cup. The frame is folded complete, stone crated separately to save freight. Be sure to carry a good stock of Harvest Kings—they sell rapidly.

Farmer's Special



A high grade power grindstone for the farm at a popular price. Sturdy modern frame, wooden frame constructed of a high grade of hardwood in our own factory.

Equipped with high grade Cleveland Grindstone, steel shaft, 12-inch pulley and hardened steel annular ball bearings. And in addition we supply a foot treadle with ball bearings on the crank and a hand crank, either to be used in case of emergency.

You should carry a few Farmer's Specials to complete your stock.

Sterling

The Sterling is the most substantial and the lightest running grindstone ever made. It is mounted on a heavy steel tubing, braced with heavy material.

All bolts and rods are threaded; there are no cotter pins, no loose parts. Fitted on crank and shaft with encased ball bearings which are case hardened, electro galvanized and positively will not rust. All castings of heavy malleable iron.

Mounted with genuine Berea or Lake Huron Stone—beyond question the best grit in the world. The Sterling and the Harvest King are the best known and most widely used of all grindstones. You cannot be mistaken in stocking these two styles.

If interested tear out this page and place with letters to be answered

SCREWS

WOOD & MACHINE SCREWS

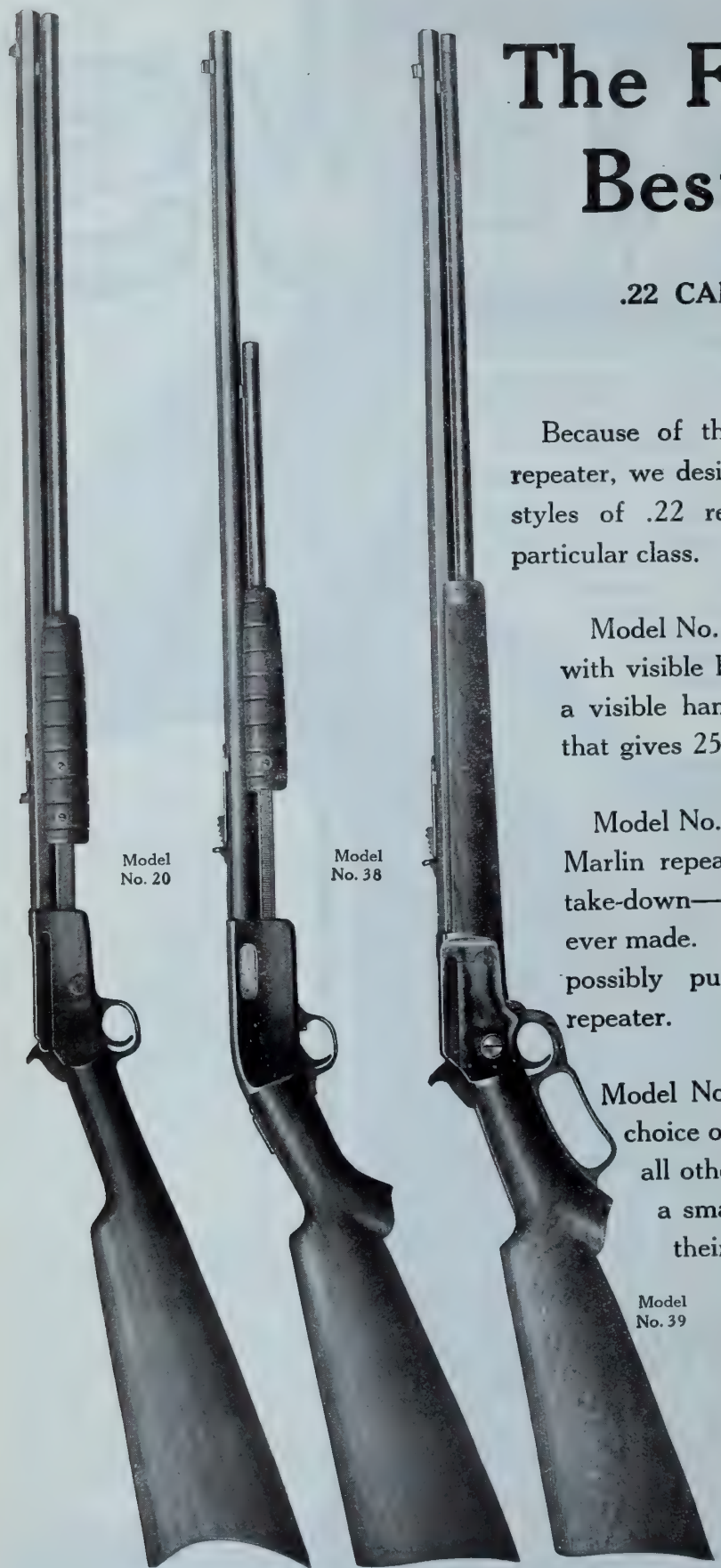
For Every Requirement

Iron, Steel, Copper, Brass and Bronze. Finished bright, p lished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered



The Fast Selling—Best Shooting!

.22 CALIBER REPEATING RIFLES (3 MODELS)

Because of the great popularity of the .22 rim-fire repeater, we designed for Marlin shooters three (3) fine styles of .22 repeaters, each the best firearm in its particular class.

Model No. 20 has the fast-handling slide action, with visible hammer, for the shooters who prefer a visible hammer rifle, and has a full magazine that gives 25 shots at one loading.

Model No. 38 is the wonderful new slide action Marlin repeater, hammerless, with instantaneous take-down—the cleanest and sweetest little rifle ever made. When you see this Marlin you cannot possibly purchase any other hammerless .22 repeater.

Model No. 39, made with lever action, is the choice of expert and professional shooters and all others who like to use the lever action in a small game and target rifle as well as in their big game hunting rifles.

All Marlin .22 repeaters use in the same rifle, .22 short, .22 long and .22 long-rifle cartridges. These are year-'round sellers—sold at right prices. Stock these three Marlin .22's at all times—order to-day from your jobber.

If interested tear out this page and place with letters to be answered

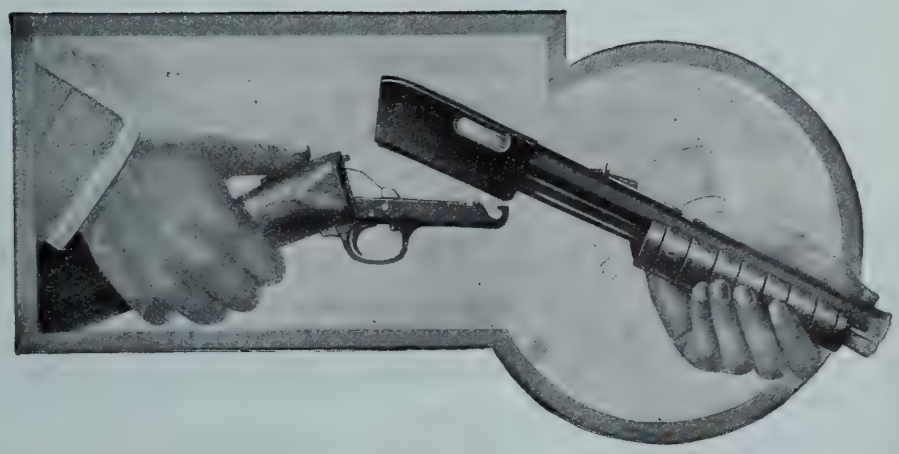
Marlin

Model No. 38 Repeating Rifle, .22 Caliber, Rim-Fire, Take-Down, Pistol Grip, Hammerless, 24-inch Round or Octagon Barrel, Half Magazine, 15 Shots, Weight about 5½ pounds.

The handsomest and handiest .22 Rifle ever invented. It's a hammerless—built right. It has Slide Action; Side Ejection; Solid-Top, Closed-In Frame; Ivory Bead Front and Flat Top Rocky Mountain Rear Sights, **the best set of sights ever furnished on any .22 Repeater;** Barrel and Receiver, Blued Finish; Genuine Hard Rubber Buttplate, which adds to its pleasing appearance.

Handles without change or adjustment all .22 short, .22 long and .22 long-rifle cartridges, black or smokeless powder loads.

Instantaneous take-down—simply draw back take-down latch button; tip forward barrel portion; disconnect.



Accuracy—because of the deep Ballard target rifling, the rifle is remarkably accurate. The best gun made for target shooting and for woodchucks, crows, hawks, gophers, squirrels and rabbits.

No other .22 Repeater is so easy to keep clean! Just take rifle apart and lift out breechbolt (containing operating parts); you can then insert cleaning rod at one end and draw entirely through the barrel.

If you sell guns, order from your jobber, but write us to put your name on our list for prices, catalogues, advertising matter and other "helps" in selling Marlin guns.

The Marlin Firearms Corporation

NEW HAVEN, CONNECTICUT

If interested tear out this page and place with letters to be answered.

How the Dealer Stands

in the scheme of

LACO SELLING

Every Dealer who handles Laco Lamps is considered by this company as a worthy part of the machinery of distribution to users.

His efforts are appreciated, and no methods or means are adopted by the company to lessen or to avoid the Dealer Profits.

These points have a direct bearing on the splendid business relations existing between this company and the many Dealers throughout Canada now selling Laco Lamps.

The Laco Dealer is Protected and Supported in Many Ways

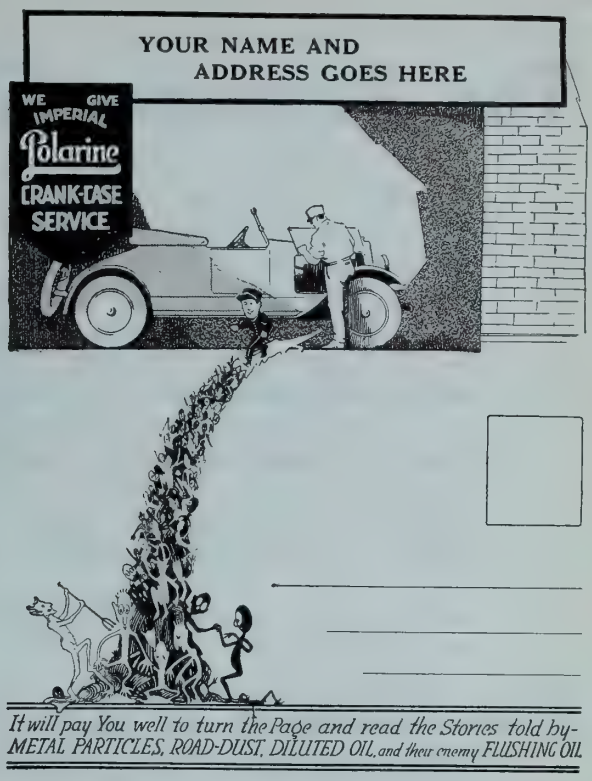
1. Laco Lamp sales and profits are based on a sliding quantity basis—a worth-while profit remuneration for worth-while sales efforts.
2. Laco Lamps assure full margin of profit, as full retail price is protected.
3. Laco prices to Dealers are such that Dealers can handle, at a profit, business of the largest factories in their districts.
4. Only minimum stocks need be carried as there are available at all times the stocks of the Laco Jobbers and Laco Warehouses.

CANADIAN LACO LAMPS, LIMITED

Montreal **Toronto** **Winnipeg** **Vancouver**

If interested tear out this page and place with letters to be answered

This attractive folder which has been prepared for the use of our Crank Case Service dealers is printed in two colors in postcard style (actual size 5½" wide by 3¼" deep, folded twice). Quantities up to 300 imprinted with your name will be supplied *free* for mailing out to your customers. Place your order with the Imperial Oil salesman or agent at once and the folders will be promptly supplied.



Crank Case Cleaning Builds Up Other Business

Increased sales of hardware, accessories, oil and many other lines which you handle result directly from Crank Case cleaning jobs. After all, it is only natural that car and truck owners should show their appreciation of such worthwhile service by exclusive patronage of the dealer who is equipped to offer them its many advantages.

The Crank Case Service idea has been accepted by motorists everywhere. A campaign of education conducted by engine manufacturers through their instruction books; by good dealers in their daily contact with customers; and by automotive engineers, through magazine and newspaper pages, has produced far reaching results.

Be the first in your field. Establish a Crank Case Cleaning Department now and advertise the fact to your customers. An advertising campaign to be launched during the summer months will back up your efforts and help sell the idea to your customers.

Ask the Imperial Oil salesman for the details regarding advertising folders, electrotypes for postcard, handbill and newspaper advertising, and other helpful *free* material which we are prepared to furnish you.

Sell the Complete Line

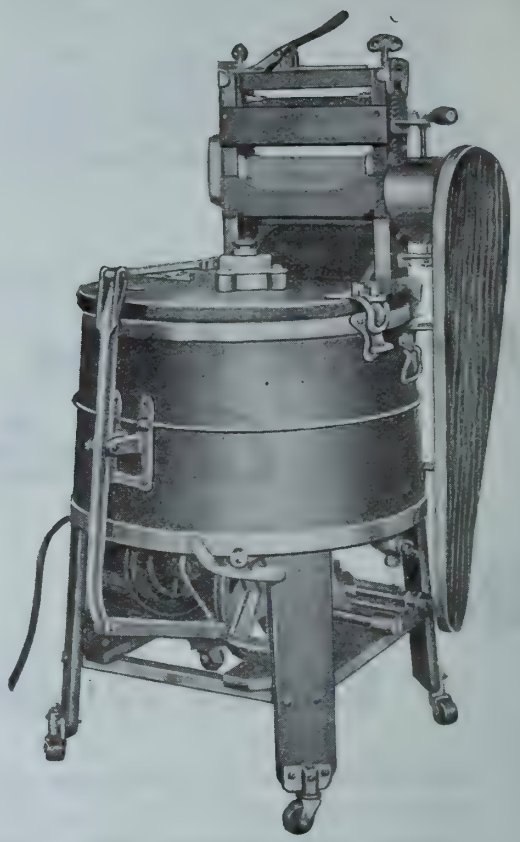
IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

If interested tear out this page and place with letters to be answered

The Economy Electric

The Economy Electric is designed to enable hardware merchants to meet the definite demand for moderately priced electric washing machines. The Economy Electric does that and more. Consider a few of its selling points; Tub of stave-leg design, mounted on four full-swivel castors; from Cypress lumber of best quality, (the wood most suitable for washing machine construction) stationary wringer, 11-in. rolls of best quality; safety release; reversible water board; simple in design.



Write for prices on our full line. Electric, belt driven, water power, hand operated washers, clothes wringers, woodenware.

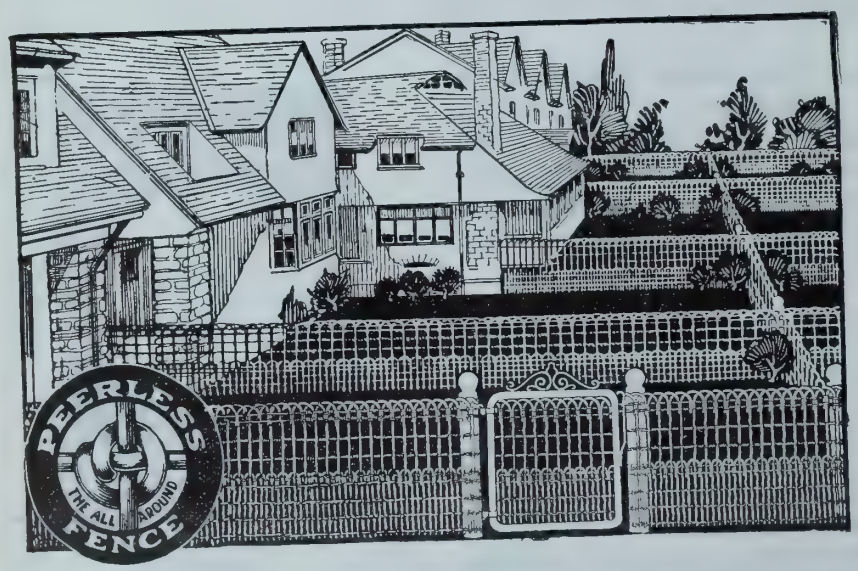
J. H. CONNOR & SON LIMITED

Manufacturers of:—Electric, Belt Driven, Water Power and hand operated Washing Machines, Clothes Wringers, Woodenware, etc.

OTTAWA - - CANADA

ESTABLISHED 1875

310 Chambers St., Winnipeg, Man. McPherson Teetzel Co., Vancouver, B.C.



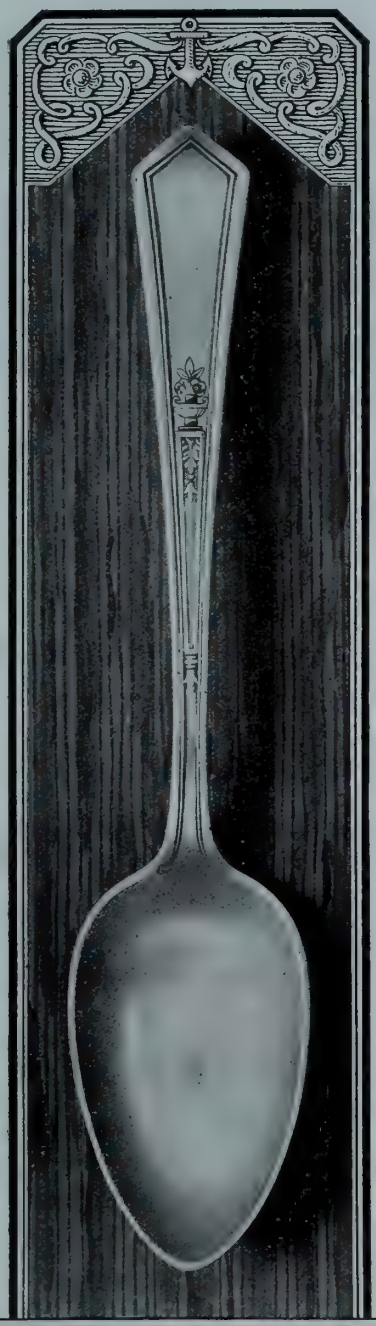
There is Lots of Fence Business Right in Your Town

Everybody likes to have their property neatly and attractively fenced. It is something they can take pride in and it adds to their home's value. That is why Peerless Lawn Fence is in demand these spring days when people are fixing up. Every home owner is a prospect. If front yards don't need fencing back yards may. The illustration shows how Peerless Lawn Fence can make back yards just as attractive as the front. Lots of light, air and room for flowers too. You can sell this idea to everyone in the block. A handsome store display showing actual samples of Peerless Lawn Fence and Steel posts sent at your request.

BANWELL-HOXIE WIRE FENCE CO., Limited

HAMILTON, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.



Strathcona
Pattern
Teaspoons
$5.50 per dozen

STRATHCONA is the Latest Anchor Rogers brand pattern, and it appeals to the discriminating trade.

Anchor Rogers brand is priced midway between the costly heavy plate and the lower priced ware.

Strathcona has a beauty and dignity of line rarely found in anything but sterling silver. This, with its long wearing quality and reasonable price, makes Strathcona the most attractive value you can offer your trade today.

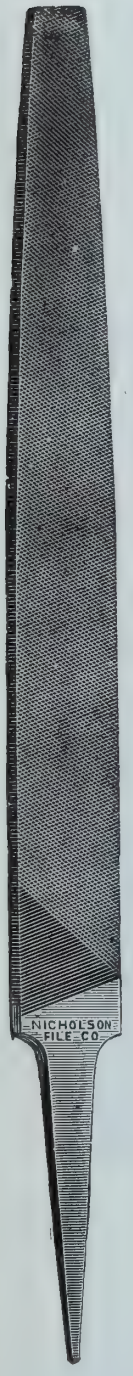
ROGERS

Made and Guaranteed by WM. ROGERS MFG. CO., *Limited*
Niagara Falls, Ontario, Canada

"GIFTS THAT LAST"

If interested tear out this page and place with letters to be answered

LINE of LEAST RESISTANCE



When you stock one of our five brands of files you have adopted the line of least resistance from a sales standpoint.

There is no selling effort—— because file users know these files as the standard, and ask for them.

Selling these files simply means handing them over the counter, and pocketing the profits.

No heavy investment of capital, either — your jobber can fill orders promptly, because we maintain large reserves.

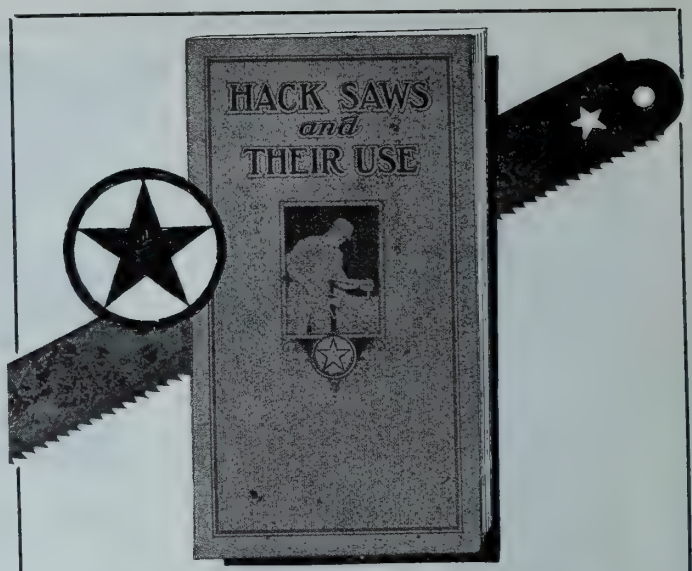
Kearney & Foot
Great Western
American
Arcade
Globe

FILES——RASPS

Made In Canada by

Nicholson File Company

PORT HOPE - - ONTARIO



Helps Your Salesmen Sell More Saws.

This new book on the "Use of Hack Saws" not only gives valuable information to users, but is also a Standard text book for every hardware or supply man who sells hack saws.
Gives you a knowledge that will help you sell more saws and get better results for the customers you are now selling.

Book free on request. Write for Booklet D.

Star Hack Saws are now sold by

Clemson Brothers, Inc., Middletown, N.Y.

Makers since 1883

RADIO SUPPLIES

Immediate delivery of

ALUMINIUM

sheet and strip for Condensers, wire for Aerials, etc.

Send us your enquiries

The British Aluminium Company, Limited

263-267 Adelaide Street West
TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, MONTREAL

If interested tear out this page and place with letters to be answered.

Attracting Tourist Trade

Ten million automobile owners are hearing the call of the tourist trail. Hundreds, perhaps thousands who answer the call will pass your door this summer.

They are out for pleasure. They have money to spend. They are in a buying mood.

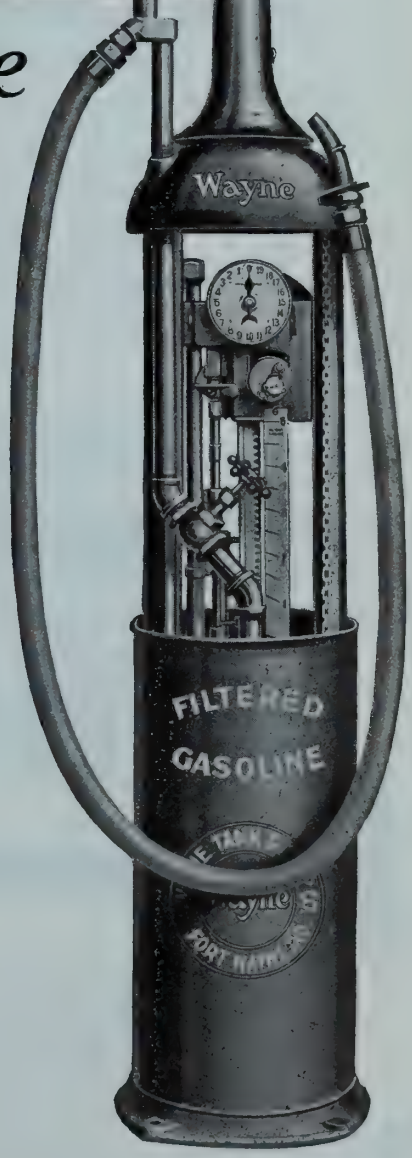
Can you get them to stop? Can you sell your goods to them? Can you attract tourist trade?

Yes,—if you have a Wayne Honest Measure Gasoline Pump on the curb in front of your store. Tourists all need gas, and a pump, standing ready to serve them, will bring their trade to your door.

But be sure your pump is a Wayne Honest Measure Pump, for automobilists everywhere, desiring honest measures of filtered, water-free gasoline, prefer Wayne Pumps.

And the confidence which motorists have in Wayne Pumps will extend also to you and to the merchandise which you sell.

Let us tell you more about this way of stopping business at your door. When you write, ask for Bulletin 276-HM.



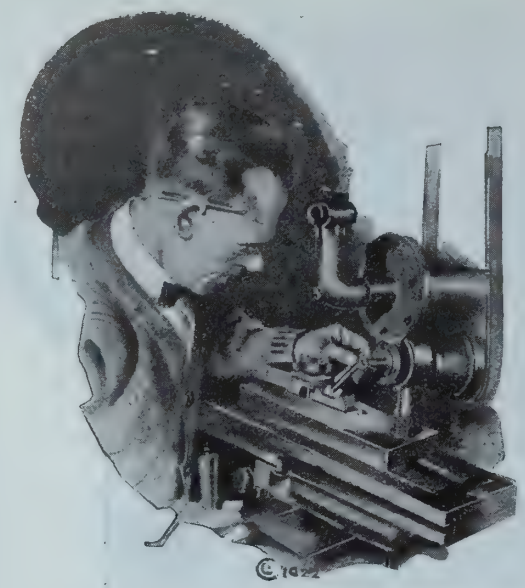
Canadian Tank & Pump Co., Limited

121 Adelaide St., W. Toronto, Ontario

REG U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

If interested tear out this page and place with letters to be answered



Mechanics Have Been Waiting For These Little Rules

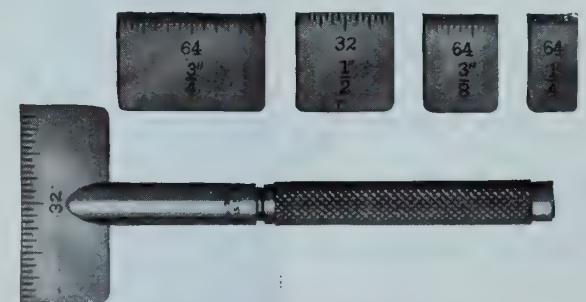
No. 423 Set of Starrett Steel Rules with Holder. Consists of five spring tempered rules ¼, ⅜, ½, ¾ and 1-inch lengths, graduated to 32nds and 64ths.

Mounted in the holder, as shown in illustration, these little rules enable the machinist to readily and accurately measure recesses, grooves, short shoulders, etc., difficult or impossible to effectively reach with an ordinary rule.

These rules meet a definite need long felt by many classes of mechanics. In your windows or show cases they will quickly prove a profitable business getter.

The L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Write for special Supplement to the Starrett Catalog No. 22 "MA" featuring these and other new Starrett money makers for hardware men. Copy free on request.

42-301

Sell Starrett Tools

The Perfect Grip

An ordinary hammer will slice the head off a nail, because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced Hammers will grip the **body** of a nail and pull it, head and all, clear through a plank. All nails are trailers to Williams' hammers.

Heads on or heads off, for drive or pull, Williams' Superior Drop-Forged Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through.

Literature?

J. H. WILLIAMS & Co., Limited

"The Drop-Forging People"

30 Thorold Rd., St. Catharines, Ontario

If interested tear out this page and place with letters to be answered

"DURO" ALUMINUM WARE

"DURO" BRIDAL SET

Sells on Sight
Specially Priced
Costs Dealer $8.00 Net
Sells for $12.00

Contains five of the most essential utensils:

5-qt. Tea Kettle, 2-qt. Double Boiler, 6-cup Percolator, 3-qt. Double Lipped Sauce Pan, 12-in. Round Roaster,

and two useful novelties, Cake Turner and Scoop.

Arranged in a very attractive Gift Box, packed in a corrugated carton. No extra charge for special box. This specially priced set will become instantly popular for wedding gifts, bridal showers, birthday gifts and regular trade.
Order a shipment of sets and ask for a two column newspaper electro as illustrated above for use in your local paper.

Leading Jobbers handle "Duro"

Made in Canada by DURO ALUMINUM, LIMITED, Hamilton, Ontario

A. T. CHAMBERS, Vancouver.
A. F. BURNS, Hamilton, Ont.

REPRESENTATIVES:

L. T. WALLS SALES, LTD., Winnipeg, Man.
ARMSTRONG & PATTERSON, St. John, N.B.
J. PRESTON, 284 Beaver Hall Hill, Montreal, Que.

Better Business Is Coming

LIGHTNING

GEM

BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

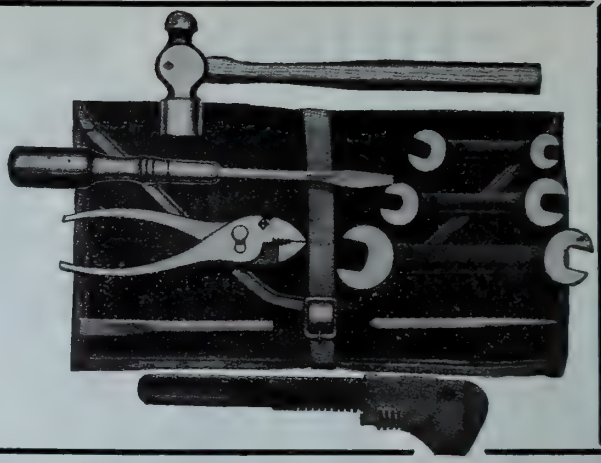
NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

If interested tear out this page and place with letters to be answered

SELL MORE AUTO TOOL KITS

You want more accessory business, don't you? And you know every motorist needs a good tool kit. Put in a stock of these superior kits, and display them prominently in your show windows, on your counters. Your customers, the motorists will see them and want them.



A very profitable line

QUALITY TOOL WORKS LIMITED
480 Rielle St., Montreal

SELLING REPRESENTATIVES

Ontario: A. J. Duggan, Limited Toronto.

Western Provinces: S. H. Whyte Mfg. Co., Limited, Winnipeg.

Maritime Provinces: Richardson & Bureau Montreal.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Christopher Johnson & Co.

Cutlery Manufacturers

Western Works:

Sheffield - England

Cables: Johnson, Sheffield. Established 1836.

MANUFACTURERS OF
High-Class Cutlery, Table and Pocket Knives, Scissors and Razors.

REGISTERED C.J TRADE MARK

This FLAG Brand

on any article of cutlery is a guarantee of good service.

OUR METROPOLITAN RAZORS

SHAVE

with speed and comfort and tickle the user with a sense of his ability

THE FLAG BRAND (Registered Trade Mark)

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE contains full line

THE GENDRON MFG. CO LTD. Toronto, Canada

If interested tear out this page and place with letters to be answered.

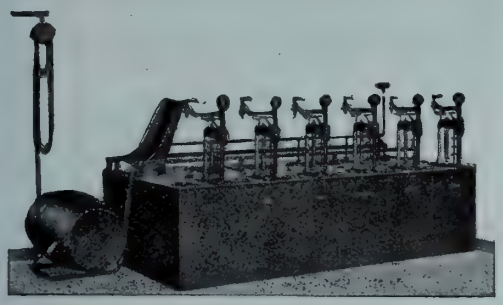
Absolute Safety in Handling Paint Oils

Dealers are assured of a minimum fire hazard when they handle their paint and lubricating oils with Bowser Equipment.

Bowser Equipment has never started or contributed to a fire.

Bowser also combines Great Economy with this Safety. The all-metal, evaporation-proof Tanks prevent leakage and gumming. The Piston-Type Measuring Pumps deliver exactly the amount of oil required directly into the container.

There can be no waste—and the oil is kept *clean*.



Write for Illustrated Booklet C-16

These same Bowser Features also enable you to give better service. This increases your patronage and profits.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD.
1668 Fraser Avenue, Toronto, Ontario

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

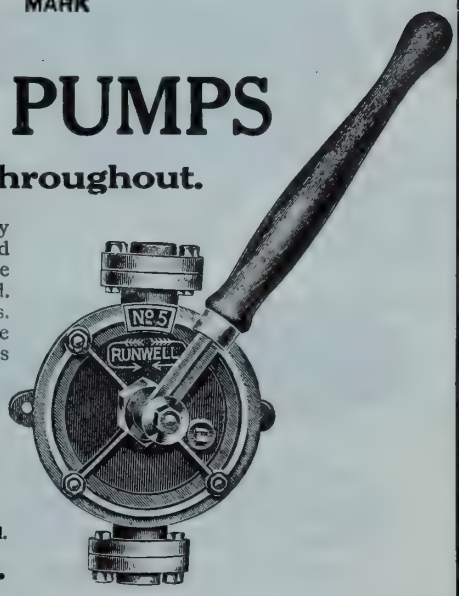
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
208, Carter Cotton Bld.,
Vancouver.

MANITOBA, SASKATCHEWAN, ALBERTA:
FRED SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St.,
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

If interested tear out this page and place with letters to be answered

Electricians, Plumbers and Engineers Attention!

"Monitor"

Coal Oil

Blow Lamp

Here is a safe, efficient, coal-oil lamp. Supplied either with or without soldering iron attachment.

Made of polished brass.

Gives a clean, hot flame and is not affected by wind or rain.

Supplied in three types: Inclined, Vertical and Horizontal. One or two-pint sizes.

British Manufacture

The Standard Meter Co. Limited
Toronto, Canada

Agents:

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

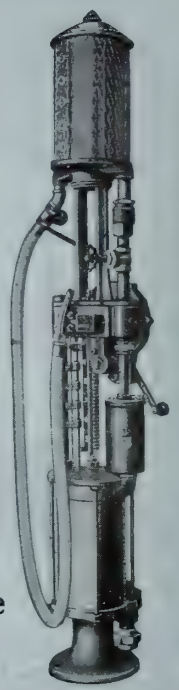
Ontario and East
A.G.&A.L. Brown & Co.
207 St. James Street
Montreal, Que.

If you sell "Gas"

here is a pump that fills a long-felt want. Your customer can sit in his car and see exactly what he is buying while the liquid is measured in his full sight with the

VISIBLE CURB PUMP

(Self-Measuring)



The advantages of this method of selling "gas" will be obvious to the wide-awake dealer. People like to see what they are buying and the "Visible" does this for them.

Our double acting No. 101 Curb Pump shown here is equipped with visible attachments. It is Imperial Measurement and rigidly tested and inspected. Can be fitted with electric light fixture if desired. Outfit is complete with filter, hose and nozzle, foot valve, filler pipe and locking cap and tank.

Every day you delay installing one of these Visible Pumps you are losing business. Send for further particulars and price lists today.

Sold through the Jobbers.

Montreal Office:
216 St. Nicholas Bldg.

The Steel Trough & Machine Co., Limited
Tweed - Ontario

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

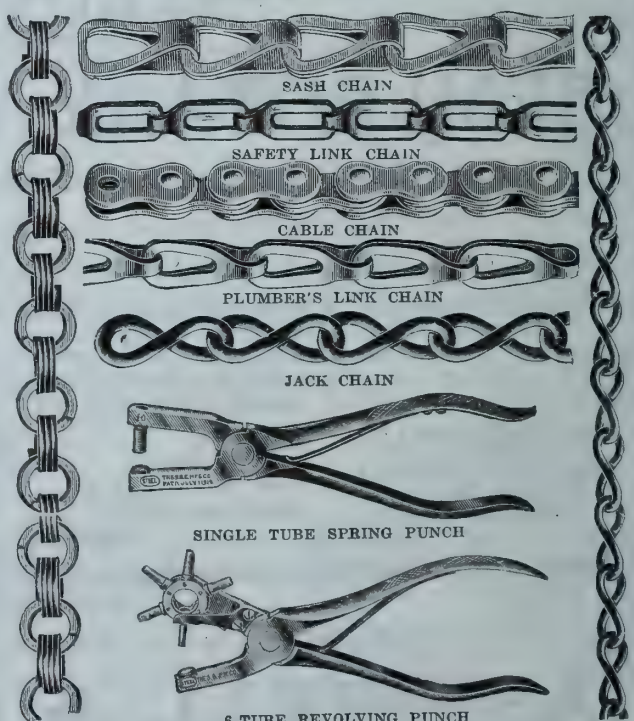
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

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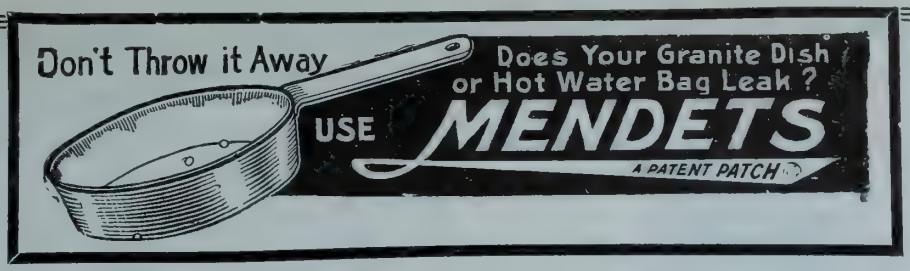
Million of boxes have been sold.

Mendets are easy to display as the box container occupies but little space.



—The Wonderful Seller

And they sell easily-bring Big Profit and give entire satisfaction.

Write your jobber--he will supply you.

Collette Mfg. Company, Collingwood, Ont.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Wrico

CONTRACTOR'S GALVANIZED PAILS

For carrying Cement, Sand, Gravel, Crushed Stone, or Heavy Building Material of Like Nature.
Built to withstand rough and hard usage. Striped with two blue bands.
Heavy weight—extremely strong. Tops wired with ¼ inch rod. Rims and bottoms both reinforced with 1" band iron circles. Bails of ¼ inch rod. Heavy steel forked ears welded and secured permanently by four large rivets in each.

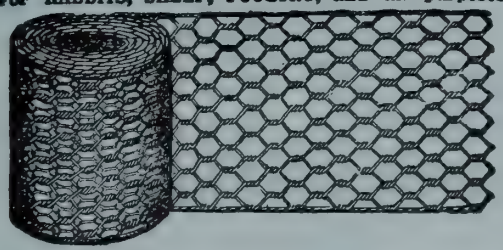
Also ordinary Household Buckets, Pails, Tubs, Oil Cans, Garbage Pails, Ash Cans, Dust Pans, Boilers, Wash Bowls, Dippers, Sprinklers, Fire Pails, Well Buckets, and other lines in "WRICO" Hot Galvanized Products.

Have you received your copy of our New Catalog? If not let us know.

E. T. WRIGHT CO., LIMITED
Hamilton, Canada

GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

If interested tear out this page and place with letters to be answered

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

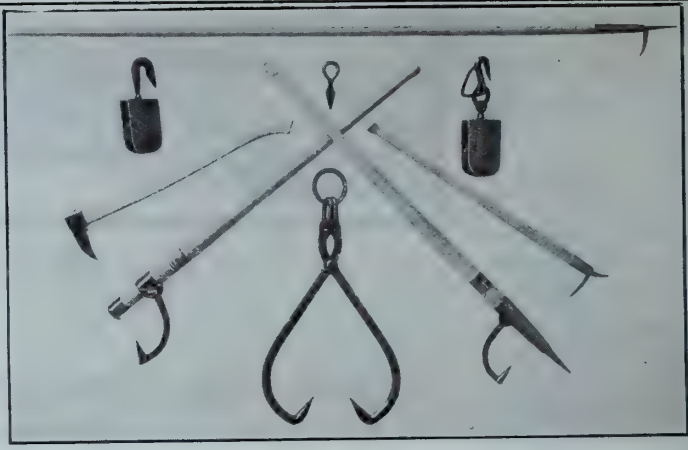
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

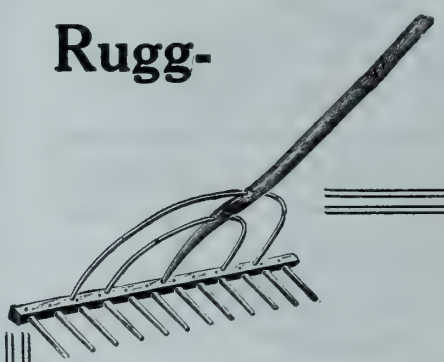
Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

Rugg-Ball

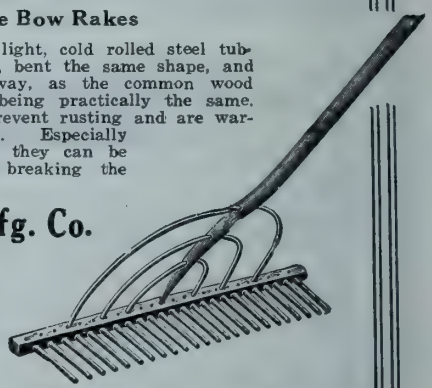


Hay and Lawn Rakes

These beautiful, well-made rakes are made of the best White Ash and Maple stock. The teeth have no shoulder; each tooth is pinned in place, which makes the lightest, strongest rake made.

Steel Tube Bow Rakes

are made with bows of light, cold rolled steel tubing ¼ inch in diameter, bent the same shape, and fastened in the same way, as the common wood bows, the weight also being practically the same. They are varnished to prevent rusting and are warranted never to break. Especially desirable for export, as they can be easily set up without breaking the bows.



RUGG-BALL Mfg. Co.
Limited

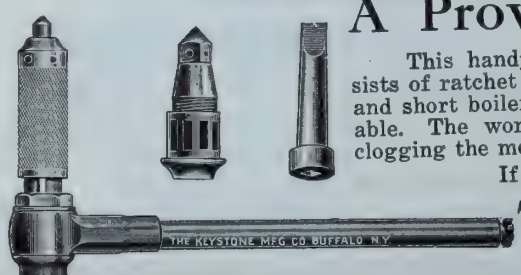
AYER'S CLIFF, QUEBEC

Order Now for Spring

Keystone Reversible Ratchet

Combination No. 200

A Proven Record For Good Sales



This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

The Keystone Mfg. Company,
Postal Station "B" Buffalo, N. Y.

If interested tear out this page and place with letters to be answered

ABRAZO

The Biggest Money's Worth in Aluminum Cleansers

Six handy rolls of AMERICAN Steel Wool and a cake of purest Aluminum Soap—that is the wonderful value given in every package of Abrazo.

Abrazo beats everything for cleaning and polishing Aluminum, Pyrex, Enamel and other cooking ware. It is the quick and sure method of cleaning anything and everything about the house. Easy to apply—lasts longest—costs the least.

Your customers will keep Abrazo moving quickly and steadily with liberal profit to you. Window displays, counter cards, circulars and electros sent to dealers. Write now for samples.

Order Abrazo from Your Jobber

AMERICAN
STEEL WOOL
MFG. CO., Inc.
9-11-13
Desbrosses Street
New York, N.Y.
U.S.A.

To Carry Small Stocks

Hardware stores find it pays to carry small stocks of the new things being advertised that people will ask for.

They attract the wide-awake progressive people—the cream of the trade.

Try it—*and re-order by Long Distance.* "Use the Bell to Sell"—and to buy.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA
LOCAL LONG DISTANCE TELEPHONE

If interested tear out this page and place with letters to be answered

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A

PRODUCT

Built for Home and Farm Service.

Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives:
Bissett & Webb
126 Lombard St., Winnipeg
Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

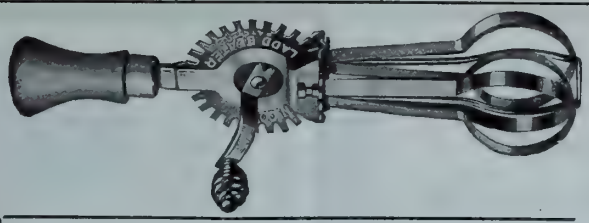
Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

If interested tear out this page and place with letters to be answered

OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER

SATURN REEL
Clothes Line



QUALITY QUIVERS, QUAKES, QUACKS

It does indeed; always has and always will. That is **Egg Beater philosophy** for you. It illumines trade with the radiancy of **decency, confidence, dependability.** It ties customers to a **particular** article; to a **particular** store. **Quality** created **Ladd all-steel Beaters;** (3 sizes). It has recently inspired

New Ladd Beater No. 00

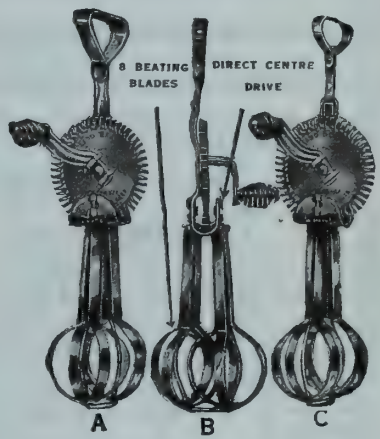
now going into every nook and corner of the country. **Have you ordered yours?**

LADD BEATERS—4 styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE
NUT CRACKERS

Jobbers the world over and us.

G. S. Whitaker & Co., 8 Colborne St., Toronto
UNITED ROYALTIES CORPORATION
1133 Broadway, New York

LADD
Mixer-Churn



LADD ALLSTEEL BEATERS

WRITE FOR QUOTATIONS TO

LYONS & MARKS, 38 Yonge St., Toronto

OR

John W. Gottschalk, cor. Lehigh Ave. and Mascher St., Philadelphia, Pa.

If interested tear out this page and place with letters to be answered

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

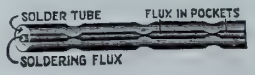
ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

KESTER ACID CORE WIRE-SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.

225 Wrightwood Ave., Chicago, U.S.A.

Maple Leaf Stitched Cotton Belting

Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

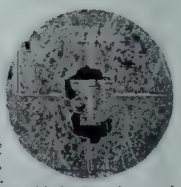
Write Today.

The Dominion Belting Co., Limited

Hamilton, Canada

"CROWN" METAL SHINGLES

Fire-Proof, Durable, Ornamental



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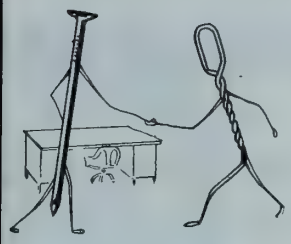

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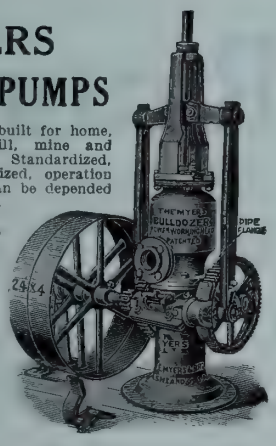

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Ultimate Strength	54.600	54.300	52.000	50.000
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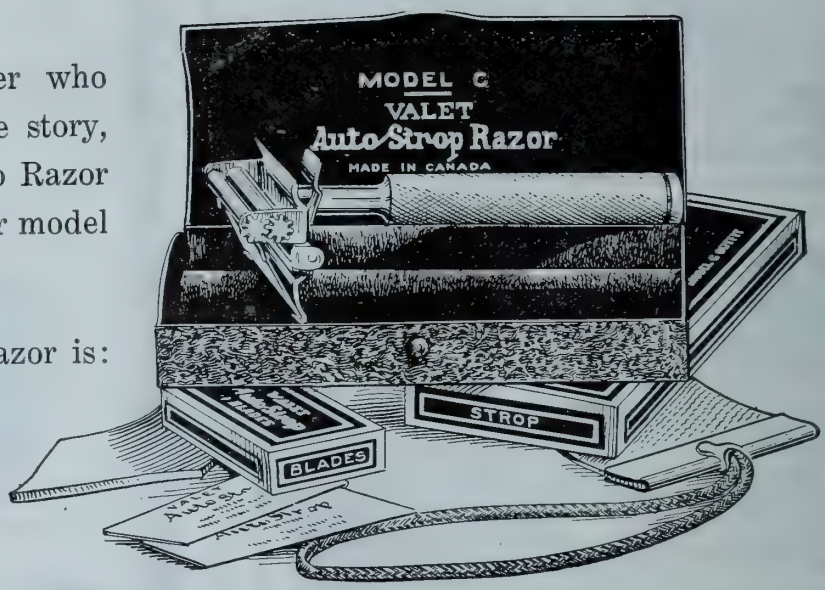

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MODEL C

Valet Auto-Strop Razor

Retailing at $1.00

are cashing in on the proposition to an amazing degree. Their sales talk is short, but convincing:—

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Brand New Business in An Old Established Line

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AutoStrop Safety Razor Co. Limited

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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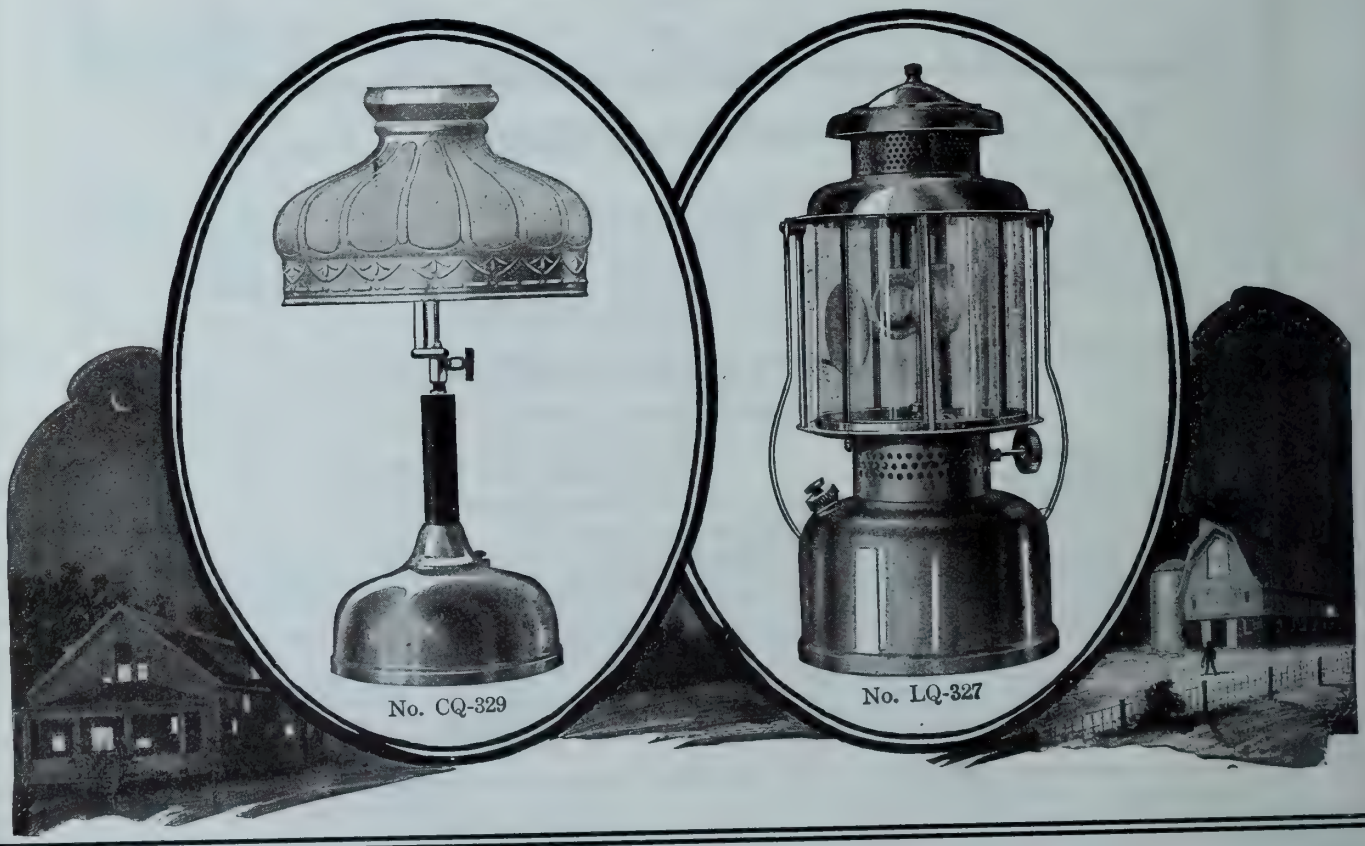

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, MAY 20, 1922. No. 20

Coal Strike Holds Up Export of Steel

Stimulation of Steel Mill Bookings and Indefiniteness of Coal Supply in Future Compels Mills to Withdraw From Export Orders to Protect Domestic Requirements—European Mills Need Their Own Production Too Much to be Serious Competitor in This Country

Based on interview of Hardware and Metal with W. BEVERLEY ROBINSON, President B. & S. H. Thompson & Co., Montreal

Editor's Note.—The price and supply of hardware is so dependent upon conditions in the primary branches of the iron and steel industry that the present developments in that industry are of much interest to hardware merchants. There is talk of competition in this country of European iron and steel, prices on many products have recently been advancing, export markets have been exerting a stronger influence and a serious coal strike is on our hands. These affairs are ably dealt with by one who has made a close study of conditions as affecting this industry, and who has recently returned from a visit to certain foreign markets.

THE IMMEDIATE situation, and factors which should play an important part in the steel markets in the near future, were outlined by W. Beverley Robinson, president of B. & S. H. Thompson & Co., importers of steel products, in an interview with Hardware and Metal. The upward tendency now evident in the market of practically all lines of iron and steel presents an interesting study for all engaged in the industry, from the producer to the consumer. Basing the opinions on reports received from their principals in the United States, Mr. Robinson stated that viewing the situation from a world-wide standpoint, the improvement which is now being evidenced is due to the cry for supplies from a world which has been starved of steel during the past few years.

Improvement Most General

This improvement has been generally noted, most foreign markets reporting more favorable conditions. Their principals in the United States tell of heavy increases in bookings, and much better business than they have enjoyed for almost a couple of years. That a world-wide shortage of iron and steel still exists is felt among producers, and with anything like normal conditions in the coming months, demand will exceed the present available manufacturing capacity of the world. Stocks everywhere are below the requirements of normal trade, and in some markets practically non-existent. This is abundantly evidenced by the fact that almost all orders received for a considerable time past call for promptest possible delivery, in fact, are evidently for the filling of hand-to-mouth requirements. So long as buyers generally believed that the downward movement must continue, their commitments were naturally restricted to urgent requirements for prompt consumption, but, it was pointed out, once the fear of a declining market is removed from their minds there can be no doubt that demand for even moderate replenishment of stocks and for construction work held up pending stabilization of costs, will tax the productive capacity of sources of supply.

Europe's Position

Dealing with the industry in Europe, and the possibilities of imports from overseas mills, Mr. Beverley Robinson stated that countries in Central Europe were badly in need of most of their own productive capacity, but unfortunately they were not in a position to pay for their requirements. "But for the present inability of a very large part of Europe to pay for more than a small proportion of the immense tonnage of iron and steel products which would be necessary to restore the war stricken areas to anything like their pre-war condition, it is doubtful if the continental European manufacturers would have any important quantity of iron and steel available for export to overseas markets. The requirements of Russia alone, were she in a position to pay for them by means of exports, would go a long way toward absorbing the export capacity in iron and steel of Central Europe," he said.

Foreign Competition

While the competition of both Belgium and Germany is still very much in evidence in some of the principal export markets in the case of some lines of steel products, it has practically disappeared in many other important lines. This is particularly the case with wire products. The continued heavy output of uncovered paper currency in Germany is having the inevitable effect of increasing German costs and prices. According to information recently cabled to their principals from Germany, prices, in marks, of pig iron and rolled steel products were increased about 35 per cent. and freight rates advanced by 40 per cent. on April 1. Unless, and until the mark can be stabilized in its relation to gold, further heavy increases in the cost of German production, and particularly of such raw or semi-finished material as must be imported, are obviously inevitable. When the reduction in Germany's pre-war supplies of ore and coal, and her steel manufacturing capacity, as well as the impairment of the pre-war efficiency of German labor, are given due consideration, it was said to be evident that the competition of German steel in overseas markets is not likely to assume the importance it had before the war for a long time to come, if ever.

Belgian costs were, until quite recently, so high that foreign material could be imported into Belgium at less than it

could be produced in that country, with the result that important quantities of British semi-finished steel were sold for shipment to Belgium during recent months. It is understood that wage reductions of from 15 to 20 per cent. to be applied probably in instalments of 5 per cent. were to begin on April 1. But even if Belgium prices were to be maintained at a competitive level and the entire Belgium steel making capacity operated, (at present a large part of the blast furnaces and rolling mill capacity is idle), it would not amount to more than a comparatively small part of the world's requirements, (the approximate total of Belgium's exports of iron and steel during the first nine months of 1921 was only 762,000 tons), and once the buying movement sets in in earnest it will be readily absorbed.

French competition will doubtless grow in importance, but at the present time the tonnage of French exports of iron and steel is only approximately 1,000,000 tons per annum more than it was in 1913, and even this tonnage largely consists of semi-finished material shipped into nearby manufacturing countries, for the reason that the French finishing capacity is not equal to utilizing the semi-finished production of the territory retroceded by Germany.

South America Also Improves

Mr. Beverley Robinson has just returned from South America where he spent three months in Brazil, Uruguay, the Argentine and Chili. All these countries, like ourselves, have been suffering from commercial depression, but everywhere the situation is improving. Their principals have a very extensive organization for the sale of their steel throughout South America, and all their offices reported greatly increased business since last autumn. There is a very large market for steel in South America, and an improved condition there should help in reviving the steel trade throughout the world.

The Coal Strike

"Much interest is now being taken by all engaged in the steel industry in the coal strike, and its possible effects on deliveries. It is true that a considerable percentage of the production of coal drawn from non-union mines has stopped, and no guarantee that deliveries will not suffer can be given. In view of the great increase in bookings within the past two months, which has been sufficient to operate most mills to their full capacity based on present supplies of raw materials, it can be readily seen that the problem of obtaining prompt deliveries in the future is serious. The effect of this situation has already been seen in the practical withdrawal of several mills from the export market, and the increase in all steel prices. If the strike continues, further advances in prices may be expected together with greatly prolonged deliveries," concluded Mr. Beverley Robinson.

DATE FOR BUDGET SET FOR MAY 23

After much indefiniteness Hon. W. S. Fielding, Minister of Finance has announced that the Budget of the federal government will be announced on May 23. Preliminary advices are to the effect that considerable change may be made in taxation and the tariff. These changes will be outlined fully in the next issue of Hardware and Metal from the standpoint of the hardware trade and as many merchants suffered much hardship and in some cases prosecution last year for not following out the instructions in detail, it will pay to study the matter fully as outlined in next week's issue of Hardware and Metal.

SEEK FRESH MARKETS FOR DOMESTIC NICKEL OUTPUT

The recent reduction in prices on nickel and nickel specialties has served to draw marked attention to the fact that a slightly more encouraging outlook now faces the domestic nickel industry. The current demand, although still of small proportions, is stated to be increasing slowly, and present indications point to the fact that this year will yield a better volume of business than last season. This in spite of the fact that those in close touch with the situation state that a real recovery in the industry cannot come much before another year. Increased activity in the automobile industry is largely responsible for the recent increase in demand for nickel. But increase in this direction, while worthy of note, has hardly been as large as it might be expected and the opinion seems to be generally held in the nickel industry that many of the automobile and steel manufacturers still have large supplies of nickel on hand. Real recovery must wait until this surplus is absorbed.

The nickel companies are still striving to find new uses for nickel. The cessation of naval building as a result of the recent Disarmament Conference has for at least five years closed one of the chief outlets of the nickel industry. The automobile and steel industries now form the bulk of the present market for the metal this industry produces. It is hardly likely, however, that either of these industries will develop greatly enough in the next five years to enable them to replace the market removed by the closing of the battleship market. Other uses, therefore, are being diligently sought.

Range of Binder Twine Prices Over 33 Years

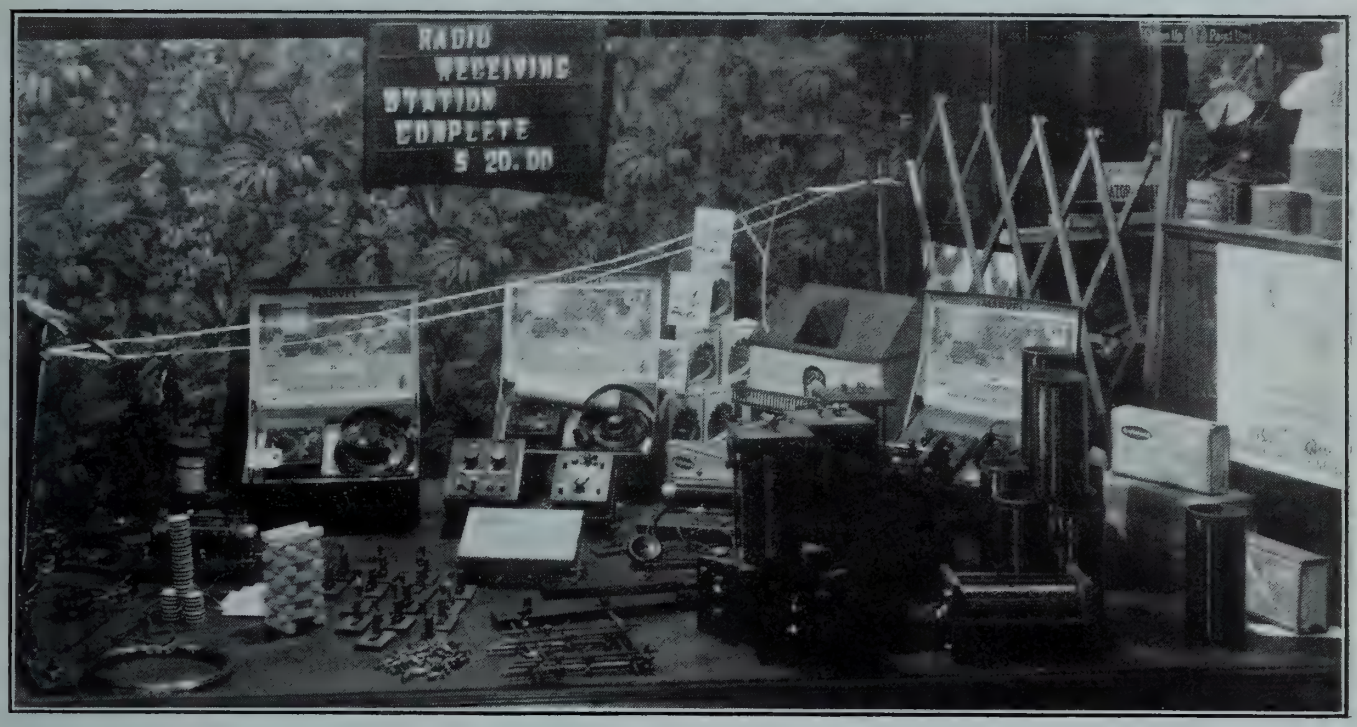
HAVING received a number of requests from newspapers, members of parliament and others for information concerning the trend of prices on binder twine for some years past, Hardware and Metal enumerates herewith the price on pure manila binder twine 650 feet per pound, from 1889 to 1922 inclusive. This is the price which has prevailed during that period in the town of Beeton, Ont., according to information courteously supplied by W. J. Bell, hardware merchant. It will be noted that from 1888 to 1898 prices ranged quite low as compared with later prices. In 1898 the duty was removed from binder twine. These prices range as follows.

1889—16 cents per lb.
1890—14½ " " "
1891—14 " " "
1892—10½ " " "
1893—10 " " "
1894—08 " " "
1895— 7½ " " "
1896—08 " " "
1897—07½ " " "
*1898—08 to 15 cents per lb.
1899—10½ cents per lb.
1900—13½ " " "
1901—11 " " "
1902—14½ " " "
1903—13½ " " "
1904—13½ " " "
1905—13 " " "
1906—13½ " " "
1907—14½ " " "
1908—13½ cents per lb.
1909—10½ " " "
1910—09½ " " "
1911—09¼ " " "
1912—09½ " " "
1913—12½ " " "
1914—13½ " " "
1915—13½ " " "
1916—13¾ " " "
1917—19 " " "
1918—29 " " "
1919—26½ " " "
1920—20½ " " "
1921—21¼ " " "
1922—14 " " " (about)

*15 cents is the highest price asked for twine by Mr. Bell in 1898, although it was sold up to $20.00 per cwt. both in Canada and the United States.

Capitalizes Radio "Fans" Enthusiasm

Technical Knowledge of Radio-Telephony Not Entirely Necessary to Successful Merchandising of Sets and Equipment—Ingram Hardware, Toronto, Institute Radio Department With Good Results in Short Time



Some indication of the aggressive manner in which this hardware merchant is developing business in radio supplies is seen by this attractive window display showing complete sets and parts most in demand, with a model aerial and house to give it a realistic touch.

AN EXAMPLE of the merchandising element applied to radio equipment is presented in the case of Ingram Bros., Hardware, 439 Danforth avenue, Toronto, where a radio department for the sale of small sets, parts and accessories has recently been instituted with a gratifying degree of success. That there are extensive possibilities contained in the sale of radiophone equipment for hardware merchants in general, was expressed to Hardware and Metal by A. E. Ingram, when discussing the features of radio-telephony from the retail merchants' viewpoint. Mr. Ingram reported that the innovation of this new department has been quite a success, several small sets, as well as a large number of parts, having been sold within the space of a few days, and many inquiries having been received regarding larger sets. By far the greater field for future business lay in parts and accessories, according to Mr. Ingram, as the majority of "fans" are amateurs—from boys to adults—who are considering the assembling and erection of their own sets, and merely require specific accessories, which cannot be very well dispensed with from an economy standpoint.

With regard to technical knowledge being required by the merchant placing a stock of radio equipment in his store, it was pointed out that while most of it was "new stuff" from a commercial sense and sounded complicated to some extent, yet no very extensive knowledge was required in order to market same, as the various details were soon picked up. During the few days the equipment had been in the store, the many customers and interested passers-by served to demonstrate the future possibilities for wireless equipment of this nature as a permanent and regular sphere of retail hardware merchandising.

"In some respects, however," said Mr. Ingram, "radio-telephony is similar to the automobile field. The smaller set represents the lighter make of car which satisfies for a while, but which usually leads to bigger and better things. The average person's original intention is to hear the city concerts, which are sent out from the broadcasting stations, and this can be accomplished with a medium-priced set. Having had their curiosity satisfied to a certain degree, the resultant idea is to "listen in" on other cities, and this naturally creates a desire for a more efficient set, comprising powerful receiving apparatus to cover longer distances with reliability and precision."

Radio Enthusiasm Expands

In this connection, the enthusiasm of the radio devotee continues to expand, and does not die away with the initial small receiving outfit. This is a factor which merchants can capitalize to good advantage, for according to Mr. Ingram, there is apparently no fading away of their interest, but on the contrary the possession of radio equipment and the facilities for "listening-in" serves to recreate the desire of the average enthusiast.

The Ingram Hardware have not yet considered the merchandising of larger and more expensive sets, although many inquiries have already been received regarding prices, radius, installation, etc. Mr. Ingram is particularly favored in respect to answering the average inquiry, as he possesses a receiving set at his home, and has been able to experiment more or less for some time past. With the extensive demand for radio parts has come a big difference in the cost prices, this factor being illustrated by Mr. Ingram, who drew attention to the prevailing prices, and com-

pared same with quotations prevailing last fall, before the Radio Bug migrated to Canada.

Some of the parts for which Mr. Ingram has experienced a brisk movement include copper wire, tuning coils, crystal detectors, inductance coils, porcelain insulators, binding posts, antennae and ground switches, receiver panels, and headpiece telephone receivers, both single and double. For the outlay of a sum varying from two to three hundred dollars, Mr. Ingram suggested that a fairly representative stock can be secured. The chief difficulty lay in procuring the required style of popular accessories from the manufacturers, and in this connection many enthusiasts had turned to the purchasing of a complete set, as these frequently contain the necessary parts required, such as detectors and receivers. Accessories have been secured from various sources, wherever supplies are available. The present intense demand renders producers unable to cope with the call for both outfits and parts, and this demand is spreading rather than decreasing.

The installation of moderate priced sets for a nominal extra charge, was an element considered quite feasible by the Ingram Hardware, although the majority of enthusiasts wished to experiment more or less with their own sets. The wiring and general installing were fairly simple, this having been rendered considerably easier by the complete chart and printed directions supplied with each set. The reliability of the outfits were referred to, and it was stated that each individual set is tested before leaving the factory, although no direct guarantee is furnished with same. If the antennae are erected according to the manufacturers' instructions, there was no reason why satisfactory results should not be obtained. No special methods of advertising had been adopted by Mr. Ingram, outside of the regular channels of local distribution, combined with effective window display and suitable posters. It was pointed out that the interest of the public is there and does not have to be aroused. To make known the fact where supplies could be secured, was the principal reason for advertising.

Entering the mythical realm of ancestral voices has become a universal and fascinating indoor pastime, and has usurped the interest and enthusiasm of practically all classes because of its uniform adaptability to commercial, entertainment and scientific purposes. Noting this factor regarding the extensive growth and increasing popularity surrounding radio-telephony, a number of retail merchants have generally taken advantage of the opportune field thus provided for catering to radio fans, with a typical enterprising spirit and commercial zest applying particularly to the progressive merchant.

Groups Seasonable Electrical Goods

Each Electrical Appliance Has a Strong "Seasonable" Appeal in Which Most Prospects Are Interested—Housecleaning Time, Approach of Warm Weather and June Weddings Offer Splendid Opportunities Right Now—Hardware Store Known as "Gift" Shop Makes a Fortune for One Merchant

"WITH seventy-five per cent. of Canadian homes wired for electricity and only a small percentage of these homes boasting the ownership of such necessary appliances as toasters, washing machines, fans, vacuum cleaners, ranges, etc., it must be quite evident that the possibilities for the sale of these lines have only been slightly developed" said an Ontario hardware merchant in discussing the sale of electrical goods.

"When we entered the sale of electrical supplies we took into consideration the fact that not only were many wired homes barren of the useful appliances available, but that as time went on there would be a considerable renewal business among purchasers of such equipment," he continued.

"We have found electrical goods lend themselves admirably to special selling effort because of the fact that they can be arranged in such effective displays and they make such a strong appeal to the prospect. Each appliance has a definite purpose and it is a useful article and not a luxury. Every wired home needs the various appliances provided for use in the home and the housewife who does not employ an electric washer, vacuum cleaner, iron, heater, range, etc is losing something in comfort and convenience. Then, too, these appliances lend themselves well to the application of group selling ideas which are important at this time. The sale of one appliance offers an opportunity for suggesting others. In a small centre such as this where every housewife knows the other the element of pride in the home and spirit of emulation can be developed considerably for no housewife wants another to get something which will relieve the burden of housekeeping and she herself be denied this privilege of modern times."

Grouping of Stock

One of the important elements in the successful sale of electrical lines in this store has been the grouping of the stock according to seasonable needs. Thus at this time of year electric ranges have a strong appeal from the standpoint of cooking effectively with less heat in the kitchen for the summer weather, electric heaters of the portable variety are useful in the cool evenings now that furnace fires have been let go out. Fires in apartments are generally extinguished about the 15th of May and oftentimes cool weather follows. Electric washers and vacuum cleaners are required most at housecleaning time which is now under way and at this season many new electric lighting fixtures are put up by people moving to new premises and by the discarding of old fixtures in connection with housecleaning. An electric iron will greatly aid in finishing up after the big spring washes and in the spring and summer the light clothes which are worn require more washing and ironing than the heavy dark clothes of winter. Electric toasters, grills, percolators and other table appliances are especially desirable in the preparation of light lunches and cold suppers which in the summertime supplant the hot meals of winter. Thus it is seen that the majority of electrical appliances have a very real appeal at this time of year. It is by linking up the seasonable need and effectively displaying the goods that this store has worked up an enviable trade in electrical appliances.

June Weddings

The approach of the month of June heralds an opportunity for stimulating sales of electrical goods as gifts to brides either as wedding presents or for showers. It is not infrequent to hear the remark made by those who have given gifts to a bride that they had completely overlooked electrical appliances. For so long cut glass and silverware has been the choice for wedding gifts that it takes some action on the merchants' part to swing popular opinion to the favor of electrical goods. This is not hard, however, for most buyers of wedding gifts will appreciate the suggestion knowing that electrical appliances present a pleasing appearance and are a distinct contribution to the household requirements.

Hardware merchants have come to regard May and June as splendid months for the sale of electrical goods not only because of this being the most popular wedding season of the year but because of the other needs for electrical appliances which develop at this season. Some merchants size up their local community and get an approximate idea of how

much money will be spent on bridal gifts and then make plans to get their share of it. Watching the society columns for information on engagement and wedding notices, etc. has provided many merchants with an excellent list of prospects to whom letters are written.

The advantage of this is that not only can bridal gifts be sold in this manner but the bride herself can be made a customer for household hardware requirements after settling down in the new home.

Strong Arguments

There is an air of luxury about an electrical appliance that makes it a particularly desirable wedding gift, and yet satisfies the modern desire to give something of utilitarian value. To-day, when the bride so often has received her preliminary course in efficiency in a business office the appeal of labor-saving equipment is strong. With the prevailing high costs and dearth of servants she must look forward to doing a large part of the housework herself, and she will not relish doing this work unless provided with electrical apparatus which lightens the load. Then, too, many couples being married intend that both husband and wife will continue going to business to tide things over until they are able to set up housekeeping in the good old-fashioned way. Such couples would find it impossible to carry on without an electric washing machine, iron and table cooking utensils.

In order to stir up this business the newspaper ads must be used to good advantage and it would not be amiss to institute a week's campaign whereby your store would be definitely associated with the buying of suitable gift lines. Remember that such publicity helps busi-

(Continued on page 56)

SEVENTY-FIVE PER CENT. CANADIAN HOMES ARE WIRED FOR ELECTRICITY

A survey of 250 Canadian towns shows 74.9 per cent. of the houses wired. The electric iron is used in 45.7 per cent. of the homes, the electric toaster in 18.2 per cent., washing machines in 5.9 per cent., the electric fan in 5.4 per cent., vacuum cleaners in 5 per cent., electric ranges in 3.7 per cent.

Featuring Electric Heaters, Ranges, Cleaners, Etc.

A number of electrical appliances are specially designed for use during the Spring weather and still others come into play in the summer months which follow. These recent ads of hardware merchants show that electrical lines are being featured. Electric ranges are shown by Turnbull and Cutcliffe Ltd., Brantford, and Orillia Hardware Co., Orillia, Ont., the latter advocating cooking by electricity as safer, cleaner and giving better results in baking than any other fuel. Washers, vacuum cleaners, irons, toaster, percolators, etc., are also mentioned. Electric fixtures are well illustrated in the ad by Perry Hardware Co., Estevan, Sask., and electric cleaners and washers are featured by Ingram and Davey St. Thomas, and G. A. McMurtry, St. Thomas. In another ad portable heaters are shown as needed in the cool evenings now that the furnace has been let out for the winter.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, MAY 20, 1922

A Situation Worth Studying

THE IRON and steel markets of both America and Europe present an interesting study at present and developments in this industry have such an important bearing on the price and supply of hardware that the situation is well worth the attention of hardware merchants. Steel producers throughout the world have for the past two years been proceeding on a conservative basis with fairly low scale rates of operation, everyone keeping a close watch for favorable signs. A change has come and more activity is noted throughout this industry in all parts of the world. Nearly every country has been starved for steel, particularly those parts of Europe which need rebuilding after the war and the race is now on for what business offers. Metal dealers in Canada and in other countries have been keeping a close watch on foreign competition and many interesting rumors are being circulated from time to time. Under these circumstances a complete and authoritative understanding of the situation is desirable, and to this end there appears in this issue an article based on information supplied by an authority on the subject dealing with the steel situation.

That improvement has taken place in this industry in Canada and the United States is indicated by the increasing rates of production of mills, the increased bookings of business, the extension of delivery dates and the increasing desirability of steel company investments. The fear of further decline in steel seems to have been pretty well dissipated by now and a slight upturn has been noted in some prices. As to the dangers of competition in Canada of European producers, it is noted that British iron interests have recently been actively seeking business on this continent. This is probably more due to the likelihood of a shortage due to the coal strike than an attempt at competition with American producers. Probably British producers would have more success in Canada in view of the recent business in tinplate for British Columbia which went to Welsh mills. Several enquiries from Canadian firms for quotations on British iron and steel have also been made recently. However, taking the situation as a whole, it is thought that Europe is so badly in need of most of its own productive capacity that little attention will be given to competition on this continent. If it were not for the fact that many European countries which require iron and steel are unable to pay for their requirements, it is doubtful if there would be any surplus for export to this side of the Atlantic. German steel is unlikely to be an important factor in future competition due to further depreciation of money values, increase in freight rates and further reported deficiency of labor. Belgium shows signs of improvement but its total production is a small factor in the world's supply of iron and steel. French competition is steadily growing in importance.

Again returning to the question of markets, it is gratifying to note not only improvement in domestic requirements but that certain export markets are opening up rapidly. The only danger that threatens at present is that the exigencies of the coal strike situation will be such as to necessitate the scaling down of export shipments to safeguard domestic business. The basic conditions reflect improvement and greater stability in this industry and some price increases on certain products in the near future would not be altogether unexpected.

What is the Answer?

ONE OF THE questions which is being asked to-day is why rural life, which for years has been looked upon as healthier than city life, really shows less favorably in actual statistics. With an abundance of fresh air, fresh food, quietness and plenty of outdoor activity rural life should certainly far exceed the average city life from the standpoint of encouraging health. But the facts show that those in the cities and larger towns are more healthy than those in the rural districts and the big reason lies at the door of advanced methods which have been readily taken up by those in the cities and larger towns while those in the rural districts have been slower to change their methods.

A Western Red Cross nurse has created somewhat of a sensation by declaring that country life is far from as healthy as is usually supposed. She points out that a large percentage of children and adults on farms have some physical defects due to unsanitary conditions and lack of average conveniences in the home. An inspection of 3,632 persons showed 2,317 to have physical defects and a large number were much under weight. The nurse in a review says: "Too little attention is paid by the average farmer to the surroundings of the house, the equipment of the home and the use of modern sanitary and other facilities. Bath tubs are coming in but are too scarce and too many farm women still carry water from an outside well."

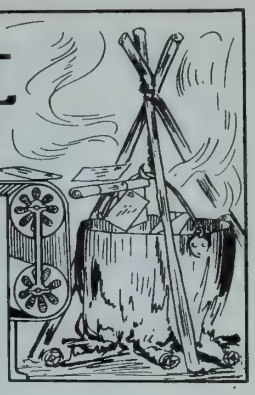
There is a field for the sale of electrical goods, water supply systems and other hardware lines in the farming districts of Canada which cannot be surpassed for possibilities, and in supplying these needs the hardware merchant is not only creating business but he is providing a distinct contribution to the country in protecting the health of the present and future generations. The fact that seventy-five per cent. of Canadian homes are wired for electricity yet there are less than ten per cent. of that number with the average electrical appliances designed to facilitate work and lighten the irksome labor of housekeeping, is sufficient indication of the neglect to fully develop business possibilities which has existed in this country for some time.

IN THIS issue appears a letter from a Toronto hardware merchant telling of the stimulation which resulted in his business from adopting a principle outlined in a recent article in Hardware and Metal. This is but further confirmation of the fact that the specially selected sales ideas which are outlined in each issue can be made very productive if studied and applied. Each issue should be looked through thoroughly because some idea which applies particularly to the reader's business might be contained in some small item.

NOW THAT the marking of imports regulations in Canada have been temporarily shelved it is interesting to note that the United States is preparing a bill which provides for even more rigid enforcement of regulations governing stamping of imports to protect the domestic market against the dumping of foreign goods due to depreciation in exchange. Canadian business men will have a chance to see how these regulations work out across the border before the question will again be revived in Canada.

The Melting-Pot

Keep the Pot Boiling



Hardware and Metal welcomes letters from all persons engaged in the hardware business whether retailer, wholesaler, manufacturer or manufacturers' agent, in regard to subjects of interest to the retail hardware trade. The names of those writing letters will be published whenever possible, but will be withheld from publication in special cases when requested, the letters to be kept on file in Hardware and Metal office for private reference if required.

FAULT LIES WITH IMPORTERS

H. Southall, Hardware and Metal,
Toronto.

Dear Sir:

Personally I have a strong objection to German goods. We have had razors, cutlery of different kinds, and other German products offered us, but up to the present time have stuck to my convictions not to handle them; but the tide is flowing in such a way, that I am afraid should I stick to this resolution it will make seriously impaired business. The fault of the introduction of these goods into Canada seems to me to lie with the importing jobbers, and those companies that are sufficiently large to do their own importing, the latter class I believe have been one of the largest factors in causing the importation of German goods. They are loking for the cheapest price without permitting sentiment or patriotism to have any bearing on the subject whatever. These people have imported these goods causing a big fall in prices. The jobbers from their customers have had calls for cheaper goods to meet this competition, and these goods could only be obtained from the same source, and the insistent cry of our papers for lower prices, and the demand of the public along similar lines, is forcing the dealers to this. Am sorry to say that if you put an article of apparent equal quality before nine-tenths of our buyers, though with considerable disparity of price in favor of the German made goods, that their patriotism will be relegated to the back ground, and the German goods taken.

It seems too bad that our men should have gone to the fields of France and Flanders to fight these men in their wild thirst for world conquest, and after the war is over have to come back on their own soil and have to fight them there commercially, with many things in favor of the Germans.

Then there is another point of view we can take of this. After the war was over it seems that the Germans when they found they could not conquer the world by force of arms set their faces resolutely to conquer it commercially, and with that end in view worked not only eight hours a day, but ten and twelve, and often much longer, while our labor was looking for shorter hours, bigger pay, and then permitting their commercial opponents to obtain a foot-hold from which it will be difficult to dislodge them.

It seems to me that golden opportunities have been lost by Canada in not fully appreciating how important it was to obtain commercial supremacy after the termination of the war. Canada has not gazed into the future with the same prophetic vision of Japan or Germany.

Ontario Hardware Merchant.

WE ARE NOT PAYING GERMANY'S DEBTS

The President of an Ottawa wholesale hardware firm writes as follows in regard to the sale of German hardware in Canada:

"The question of German made goods is a big one and one that will be coming more before the merchant as time advances.

"The pangs of war (which was the fault of Germany) are still very keenly and deeply imbedded in the hearts of those who lost loved ones, and it is only natural that they should still have a very bitter feeling toward Germany and its products.

"On the other hand, there are those who did not lose their dear ones and are not particular as to the quality of goods they buy, and are only too little interested in the past to think of anything other than the saving of a few cents in their purchases.

"After the start of the war, my company as wholesalers, could not persuade a retailer to purchase German goods, even at a discount, for he said that his customers would have nothing whatever to do with German goods. As a consequence, my company practically gave away what German goods they had; and up to this day, have not and don't intend to purchase any more until forced to, which condition, I regret, has arrived; but notwithstanding this, and on account of same they are losing sales, have not, as above stated, yet acceded to the growing demand.

"Looking at this serious condition from another angle and by the example set us by our Mother country, how is Germany to pay the allies what she owes them if they do not purchase from her.

"I say in answer, let her take longer to pay, and isolate her from the rest of the world where she belongs, for she has no principle and does not deserve any respect from the world at large.

"My company carries on a strictly wholesale business, so do not come in contact with the user of tools, etc., in a manner in which their retail friends do, so I cannot speak intelligently of the demand; but should our salesmen be asked for German goods, they reply that their company do not handle German goods."

NO USE ARGUING WITH LABOR LEADERS

The Sales Manager of a large Western hardware firm writes to Hardware and Metal in regard to the sale of German hardware in Canada, as follows:

"The writer has had considerable experience with both Labor Leaders and the Labor Press and in his opinion nothing is to be gained by entering into a discussion with them on this question. 'Hardware and Metal' will be well advised to entirely ignore the cartoon.

"As far as we are concerned we would rather not handle German goods and are not buying any more of them than the trade demands, in fact, our policy ever since the close of the war has been to discourage wherever possible the importation of German goods. or materials of any kind. As you are no doubt aware some years ago the Department of the Interior, through their immigration policy brought into the prairie provinces a large number of Germans and people from middle Europe. These people are segrated into colonies. They stick closely to their old country habits and ways and in some cases are rather insistent on being supplied with German lines, whereas the British and Canadian sections of the country take the opposite view and buy almost exclusively British, Canadian or American lines.

How a Merchant Used an Article in Hardware and Metal to Good Advantage

Editor, Hardware and Metal, —

When your representative called a short time ago he mentioned that you were always pleased to hear of anything beneficial to the trade.

We feel that you should know how one of the articles which appeared in Hardware and Metal a few issues ago has benefited us. The article was on Salesmanship and the main point was: Are you a parcel wrapper or an "Ask them to Buy" salesman?

After reading the article I started to joke about it with my son, who is in the store with me, but much to our surprise when we began to test ourselves we found that we did just what the article said: viz., wrap up what was asked for and finish the transaction. We made a resolution not to let one single customer leave the store without "asking them to buy" by suggesting other articles and we have had wonderful results.

(Signed) N. Medhurst, Medhurst Hardware,
1144 Davenport Road, Toronto.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Sporting Goods Trade Active at the Coast

More Seasonable Weather Sees Active Movement of Seasonable Hardware — Retailers Meeting Commitments Satisfactorily—Number of Special Sales is Decreased

VANCOUVER, B. C.—Conditions this week in the hardware trade of the Pacific Coast are slightly improved over a week ago according to the opinions of distributors and retailers obtained by Hardware and Metal. Probably the main reason has been a moderation in temperature which has had the effect of creating an improved demand for seasonable tools and garden rakes, hoes, spades, lawnmowers, hose, etc. It is stated on very good authority that retailers are meeting their commitments fairly satisfactorily and that there is no immediate danger of liquidation by any of the trade. Special sales, in evidence a month or so ago, are not nearly as numerous and it is believed business has settled down to a normal trade and will continue so unless something, at present unforeseen, occurs.

One sale of the present week is perhaps worthy of especial notice but it concerns only lines that are being closed out by one of the most prominent retailers, who, to induce movement, is announcing sensational reductions. For instance iron smoothing planes are offered at $4.18 instead of $5.50; iron jointer planes at $9.24 instead of $12; double plane cabinet scrapers at $5.98 instead of $8; carpenters' braces at $5.42 instead of $7.50 and hand saws at $3.48 instead of $4.50. The same firm is moving cooking utensils and household supplies at prices closely approximating cost.

In garden and lawn tools three-ply rubber hose in standard fifty foot lengths is marked down to $5.38 against the regular retail price of $6.50 and the best hoes are moving at $1.12 compared with $1.35. Builders' hardware is similarly reduced. Paints, oils and varnishes are down in the same category. Certain floor varnish in gallon cans is offered at $5.49 while the regular price is $7.50; another brand by the half gallon is $2.98 a reduction of 62 cents and quart cans of black auto enamel are being cleared at $1.88 instead of $2.20.

In sporting goods lines there has been a heavier spring sale than usual. This has not been on account of the lower prices in some lines but to greater activity in several of the local organizations. Retailers have had a good early spring trade in fishing tackle and kindred lines although weather conditions have not been any too favorable.

Wholesale distributors are reasonably optimistic as to the summer business. Retailers are just about down to rock bottom in stocks and improved buying is anticipated.

HARDWAREMEN TAKE PART IN WESTERN CAMPAIGN

Winnipeg.—Inculcation of a feeling of civic pride was the primary object of the Winnipeg clean-up campaign, Col. W. J. Simpson, the manager, emphasized in an address to the hardware section of the Retail Merchants' Association, in which he dealt upon how the members could link up with the effort which means a cleaner and brighter city. He had been preceded by John Drewe, past president of the Winnipeg Paint Club, and president of the Retail Salesmen's Association of Manitoba, who spoke on how the hardware men could solve troubles that arose in the conduct of their business.

"The day is gone by when men can hug their ideas," said Mr. Drewe, in his talk which he stated was to salesmen, not clerks. "This is a day for the exchange of ideas; for business men getting together; and as a result the public gets better service." That a salesman should know his goods, was one of his bits of advice, and he added that if they were to live up to their obligations as salesmen they ought to wrap up five dollars' worth of information with every package.

WESTERN CANADA NOTES

Willow Brook, Sask.—A. P. Swallow has commenced hardware business here.

Greenberg Bros. hardware merchants Willowbrook, Alta., have dissolved partnership.

D. A. McDonald has returned from a business trip calling on the principal wholesale trade in western cities. He reports business conditions as much brighter and although buying is restricted to small quantities buyers are purchasing more frequently and are requiring immediate delivery.

W. Trenholm has purchased the hardware business of Nicolls & Co., at Shellbrook, Sask.

A. Gould of the Marshall Wells Co., Edmonton, has been on a business trip to the firm's head office at Winnipeg and renewed acquaintance with a number of manufacturers' agents.

Messrs. Stephenson & Russell, manufacturers and importers of Winnipeg, Man., have recently instituted a radio department in order to handle the increasing trade in radio-phone outfits and accessories.

Recent visitors to J. H. Ashdown Hardware Co., Winnipeg, include J. B. Stallwood, hardware merchant of Maryfield, Saskatchewan; B. Dees, of Leboldus Dees, retail hardware merchants of Vibank, Sask.; Adam Huck, of Vibank, Sask.

H. S. Cove, manager of the iron and steel department of Balfour-Guthrie of Vancouver, returned on the Empress of Russia this week after an extended tour of the Far East. Mr. and Mrs. Cove who were making their visit to the Orient left Pekin just two days before the armies of Gens. Chang and Wu met in combat. They report conditions in Java as deplorable due to the bad state of the tea, rubber and coffee markets which has accounted for the failure of many plantations.

WINNERS IN SAVE THE SURFACE CONTEST

Prizes of $1,000 were given to the U. S. Save the Surface Campaign Committee for a title to the Norman Rockwell picture of a boy painting a model house and his dog watching it. The first prize of $250 was won with a title "Memories that time will not efface," the second prize of $100 was "Life's Priceless Hours," and the 3rd prize of $50 was "Every Man's Yesterday." The fourth prize was won by a Canadian, Wm. Chennells, of Wawots, Saskatchewan, with the title "America's greatest assets —youth, loyalty and thrift." Seventy-five prizes in all were given. Titles were submitted by 24,403 individuals from every section of the United States, Canada, France, England, Germany, China, Japan, India, Africa, Mexico and South America. The stories submitted with the titles told of many and varied uses to which paint and varnish have been put.

WESTERN CANADA NOTES

R. M. "Bob" Millar of Millar and Co., retail chinaware and crockeryware dealers, was elected president of the Rotary Club by acclamation.

The Utility Pulley Company of Canada was incorporated this week with capital of $150,000. The head office is to be in Vancouver.

Shipments of lead from Vancouver to the ports of Japan since the first of the year amount to 57,000 pigs, or 8,500 tons. There is a suggestion that the lead is to be utilized for war purposes but in view of the fact that the shipments have been small, though large in the aggregate, shipping men are firm in the belief that it is for commercial purposes only. For the last six months of last year the movement to Japanese ports was around 25,000 tons which reflects the smaller shipments of 1922.

P. C. Fenwick, a manufacturer of antimony and lead in London, England, was in Vancouver this week after making a trip through the Orient. He intimated in an interview that the Japanese are great protectionists as illustrated in the case of copper. Foreign factories in that land have been buying raw materials in the cheapest markets. Copper for instance could be laid down in Japan for about half the price of the Japanese article, Mr. Fenwick intimated, but the Japanese Government raised the duty about sixty per cent. in an effort to force the use of home produced copper. The visitor stated that it was treatment such as this that had been the reason for the closing down of many foreign controlled establishments.

Program of Annual Convention of Saskatchewan Branch R.M.A.

to be held in City Hall Auditorium, Regina, on JUNE 6, 7 and 8

Opening Session

TUESDAY MORNING, JUNE 6TH

9.00 a.m.—Registrations of delegates.

10.00 a.m.—Regina time (Daylight Saving). Invocation. Address of welcome, His Worship the Mayor. James Grassick, President Regina Chamber of Commerce. President's Address. Treasurer's Report. Secretary's Report. Appointment of Nomination Committee.

TUESDAY AFTERNOON, JUNE 6TH

Trade Section Meetings.

The following Trade Sections are arranged for (See Programme pages):

Grocers, butchers, boots and shoes clothiers, druggists, hardware, harness, music dealers, implement dealers, automobile dealers, confectioners, photographers.

The place where each sectional meeting is held will be announced from the platform Tuesday morning.

TUESDAY AFTERNOON, JUNE 6TH

Grocers' Trade Section Meeting

2.00 p.m.—Report of Dominion Committee. Report concerning joint meeting of wholesale and retail grocers. Correspondence re wholesalers selling hotels, restaurants, etc. Hawkers' and Peddlers' Act. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Egg marketing film, followed by a discussion of the Egg Marketing Act led by J. F. Booth and participated in by retailers, wholesalers and transportation company representatives.

TUESDAY AFTERNOON, JUNE 6TH

Druggists' Trade Section Meeting

2.00 p.m.—Report on resolutions passed at last convention. Discussion on Saskatchewan Temperance Act, Narcotics Drug Act. Resolutions. Questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session, if necessary.

Hardware Trade Section Meeting

2.00 p.m.—Report on resolutions passed at last convention. Discussion on sale of cylinder oils to farmers by oil companies. Marketing conditions, led by George Morrison. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session, if necessary.

Music Dealers' Trade Section Meeting

2.00 p.m.—Report re Hawkers' and Peddlers' Act. Discussion on questions of list of repossessions, etc. Sale of small instruments. Open territory as affected by Hawkers' and Peddlers' Act. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session.

Butchers' Trade Section Meeting.

2.00 p.m.—Report on resolutions passed at last convention. Discussion re Hawkers' and Peddlers' Act. Discussion of Bureau of Public Health Regulations, led by E. A. Mounteer. Discussion re meat inspection, led by A. H. Presswood. Resolutions, questions, new business. Election of Trade Section Executive.

8.00 p.m.—Joint meeting with grocers.

Boot and Shoe Trade Section Meeting

2.00 p.m.—Reports on resolutions passed at last convention. Discussions on salesmanship, led by A. A. Causgrove; window display, led by Mr. Anderson (Moose Jaw); advertising, led by Regina Trading Co., Man. Resolutions, questions, new business. Election of officers.

8.00 p.m.—Marketing conditions, led by Mr. Garfield Wray.

Clothiers' Trade Section Meeting

2.00 p.m.—Discussions on salesmanship, led by Mr. Ralph Miller; window display, led by Mr. .....; advertising, led by Mr. H. D. McPherson; resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Marketing conditions, led by Mr. Jack Wood.

Implement Trade Section Meeting

2.00 p.m.—Margins. Uniform contracts. Contracts, wholesale versus consignment. Blanket insurance. Wider tread for sleighs. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Address.

Automotive Trade Section Meeting

2.00 p.m.—Refund of Luxury Tax. Mechanics Lien Act. Used car situation. Tire distribution and discounts. Wider tread for sleighs. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Address.

WEDNESDAY MORNING, JUNE 7TH

9.30 a.m.—Address by J. A. Banfield, President Dominion Board, subject, "The Work of the Dominion Board." Resolutions. Announcements.

WEDNESDAY AFTERNOON, JUNE 7TH

2.00 p.m.—Address by Prof. W. W. Swanson of the University of Saskatchewan. Resolutions. Announcements.

WEDNESDAY EVENING, JUNE 7TH

8.00 p.m.—Address by Dean Rutherford of the University of Saskatchewan, subject, "The Retail Merchants Place in Agricultural Development." Address by Howard Seabury of the Northwestern Mutual Fire Association, subject, "Co-operation — What it Means." Followed by a "Free For All"—Taking Stock of Ourselves. Question box. Announcements.

THURSDAY MORNING, JUNE 8TH

9.30 a.m.—Address by P. McAra, subject, "Income Tax Regulations.' Resolutions. Announcements.

THURSDAY AFTERNOON, JUNE 8TH

2.00 p.m.—Address by Hon. S. J. Latta, subject, "Good Roads." Resolutions. New business. Election of officers.

THURSDAY EVENING, JUNE 8TH

6.30 p.m.—Banquet. Songfest. Address, by Hon. C. A. Dunning, Premier of Saskatchewan. Entertainment. Address by J. A. Banfield, Dominion President, Retail Merchants, Association. Entertainment. Adjournment.

Events in the Trade

OBITUARY

J. R. Simmonds of James Simmonds, Ltd., wholesale and retail hardware, Halifax, N. S., is dead.

FIRE LOSS

Fairville, N. B.—Boyle Bros., tinsmith and hardware, suffered loss through smoke and water, due to a recent fire, covered by insurance.

In a fire which spread to several business establishments in Elmira, Ont., the store of Klinck Bros., hardware, suffered damage.

MOVE MONTREAL OFFICE

The Montreal office of Gurney-Massey Co., has been moved from 169 St. Paul St. W. to the Canada Cement Bldg., Phillips Square.

SHELL OIL COMPANY MAY OPEN IN WINDSOR

Windsor, Ont.—The Shell Oil Company is to establish in Windsor, according to official announcement made by F. Sclanders, industrial commissioner, Border Chamber of Commerce.

The company, it is understood, has already filed application with the city clerk for permission to erect huge oil tanks on Caron avenue south of Elliott street.

FORMER STOVE PLANT WILL MAKE FURNACES ONLY

Grimsby, Ont.—The property and plant of The Canadian Stoves Limited, at Grimsby, has been sold by the Town Council to four Hamilton men, who will commence operations there immediately. They will pay the interest and other indebtedness owed to the town in full and will assume the town's mortgage for $7,500.

It is the intention of the new owners to run the moulding shop on a large scale for custom work, and to manufacture furnaces only.

ANTI-COMBINE BILL NOT TO BE PUSHED THIS SESSION

Hardware and Metal has received advice that the proposed Anti-Combines Act, introduced by Hon. W. E. Raney, Attorney General in the Ontario Legislature, and as recently outlined fully in Hardware and Metal, is not to be pressed this session, but will be referred to a special committee which is to sit during the recess. The object of the bill is to have declared illegal any agreement looking to the maintenance of a fixed re-sale price.

LEAVES FOR LONG TRIP ABROAD

Major D. M. Mathieson, M.C., has sailed on a year's trip to the East with the aim of opening up new fields for Canadian goods. The firms he represents are Goldie & McCulloch, Ltd., of Galt; Sawyer-Massey, of Hamilton; International Business Machines, of Toronto; R. McDougall Co., of Galt; Dennis Wire & Iron Works, of London, Ont.; and W. D. Beath & Son, of Toronto, accessories for lubricating oils.

Major Mathieson's itinerary will include the following ports of call: London, England; Yokohama and Kobe, Japan; Tientsin, Shanghai and Hong Kong, China; Singapore, Straits Settlement; Batavia, Java; Bangkok, Siam; Colombo, Ceylon; Madras, Calcutta and Bombay, India. His intention is to sound out the trade possibilities in these various districts for the different lines he represents, and, if prospects warrant, to introduce permanent Canadian agents in these different centres.

INSIGHT INTO HARDWARE CHANGES IN WOODSTOCK

Woodstock, Ont.—Within the past two months two hardware businesses have changed ownership in the city of Woodstock, as formerly outlined in Hardware and Metal, they both being businesses which have been established for a number of years. Early in March Howell Brothers, of Copetown, purchased the business of Gardner & Co., and on May 8th the St. Marys Hardware Co. took possession of J. Y. Smiley & Son's store. Both transactions were done on short notice.

The hardware line is a new one to Messrs. Howell, although both brothers have had retail as well as wholesale experience. The new firm is aggressively after business and they are adapting themselves to their new venture.

The Smiley store will in future be known as the Woodstock Hardware and be under the management of W. R. Carr of St. Marys, a man with many years of hardware experience.

Hardware sales have been quite brisk in Woodstock and Ingersoll for the past two months, and all retailers report business on the increase. Paint is moving quite rapidly, garden tools, roofing and builders' hardware is in greater demand than last season. Sporting goods have been a great help for the majority of stores as they have gone after the sporting organizations for their business where formerly they have dealt with jobbers or sporting goods stores.

INCORPORATION

Noel & Laferriere, Ltd., have obtained provincial charter to carry on a hardware business in Jonquieres, Quebec.

Moore, Broadbent Co., Ltd., head office, Montrea , Capital $50,000 to manufacture and deal in pa nts, pigments, polishes, stains, linseed oils, white lead, varnishes, chemicals, etc.

Champlain Tire & Rubber Co., head office Ottawa, Capital $2,000,000.

Success Electric Products Co , Ltd., head office Ottawa, capital $50,000 to manufacture electrica appliances.

SCOTTISH FIRM OPENS BRANCH IN CANADA

The firm of Kelvin, Bottomley & Baird, Ltd., of Glasgow, Scotland, which was founded about fifty years ago by the late Lord Kelvin, for the manufacture and sale of navigational instruments, has just established a branch company in Montreal under the name of Kelvin, Bottomley & Baird, (Canada) Ltd. The Montreal company will keep a large stock of instruments, and they have secured as manager Captain Alexander Andrew, who is an expert compass adjuster and navigator. The firm of Drummond, McCall & Co., Limited, have up till now acted as agents for Kelvin, Bottomley & Baird, and they will continue to be intimately connected with the new company. J. T. McCall will be president and associated with him are M. B. Field of the Glasgow company, and Wilfred O. White. of Boston.

PLANS UNDER WAY FOR ST. THOMAS EXHIBIT

Forty-two of the 77 stalls planned in connection with the "made-in-St. Thomas" exhibition to be staged in the Granite Curling Rink from June 10 to 17 have been sold, J. R. Harmer, managing secretary of the Chamber of Commerce, reports, and success for the undertaking is practically assured. So far every stall has been taken by a manufacturer of the city, many of whom are planning elaborate decorations of their booths in displaying their products. Efforts will be made to have the manufacturers of the city one hundred per cent. represented, and if there are any stalls remaining after that, the retail business men of the city will be given the opportunity of displaying their special lines.

D. H. Howden & Company, Ltd., Enter Toronto Wholesale Hardware Field

Purchase of Kennedy Hardware Co.—Toronto Branch Under Management of Roy Craig—Head Office to Remain in London for Present

ONE of the most important and interesting of recent events in Ontario wholesale hardware circles is recorded with the purchase this week by D. H. Howden and Company, Ltd., London, Ont., of the Kennedy Hardware Company, Toronto. The purchase dates from May 16 and includes the taking over of stock and premises of the latter company on Colborne Street, Toronto, by the purchasers. Mr. Kennedy, under whose guidance the business has been developed during the past twenty years

S. R. KENNEDY

Kennedy Hardware Co., Toronto, who has sold his business to D. H. Howden and Co., Ltd., and retired from active business.

is retiring from active business and is at present arranging to take a well earned rest.

Discussing the details of the new arrangement with Norman Howden, president, Hardware and Metal was advised that this firm has for some time been considering active participation in the business available in the city of Toronto and suburbs as well as in northern and eastern Ontario. It was pointed out that this business could not be handled advantageously from the head office in London as from Toronto and when it was found that the Kennedy Hardware Co. was being offered for sale negotiations were immediately commenced. The connection which has now been established through the purchase of the business of the Kennedy Hardware Co. will, it is expected, form the basis of a field of operations in Toronto and other parts of Ontario not formerly developed by this firm.

Mr. Howden explained that plans are under way for the gradual increasing of staff and premises with the stimulation of business which is expected to result. Additions will be made to the sales staff and later to the office staff when required. For the present the personnel of the office staff is said to be sufficiently complete to handle a larger volume of business.

The head office of the company will remain in London, Ont., and the Toronto office will be conducted as a branch, under the management of Roy Craig who has been assistant to the manager of the head office and who has had considerable experience in various branches of the hardware trade.

In confirming the change as outlined Mr. Howden gave it as his opinion that conditions in the hardware trade were gradually improving, that the need for many staple hardware lines is acute and that very soon the stocks of retailers and wholesalers will have to be considerably increased in order to give service to customers. His firm have consummated the present purchase with the idea of becoming established in this new territory at a time when business is commencing to improve, so as to be in position to take care of increasing requirements in future.

D. H. Howden & Co., Ltd., were established in London, Ont., in 1900, about the same time as the firm which they have purchased was commencing in Toronto. About four years later the business of the John Bowman Hardware and Lumber Company was taken over following an assignment in October, 1904. Gradual growth has marked the development of D. H. Howden & Co., Ltd., since that time until to-day it is a prominent factor in the hardware trade of Western Ontario. Mr. Howden stated to Hardware and Metal that the present plans provide for greatly enlarging the scope of business throughout Ontario.

Oppose Free Trade in British Empire

Annual Meetings of Ontario and Toronto Divisions C.M.A. in Toronto Go on Record as Favoring Preferential Tariff Within the Empire—Many Hardware Manufacturers in Attendance

THE ANNUAL meetings of the Ontario and Toronto branches of the Canadian Manufacturers' Association were held in Toronto this week, and a number of the members made it plain that the recent declaration of Lloyd Harris in favor of free trade within the British Empire was not the opinion of the association. In order to let Ottawa know the viewpoint of the association, especially now that the Budget is being given its final touches, a resolution was passed in favor of system of preferential tariff within the Empire, but that further preference than is now given would be unfair to Canadian firms. T. F. Monypenny, Imperial Varnish and Color Co., stated that Mr. Harris' expression had been personal opinion, and not intended to represent the views of the association. The resolution was sponsored by C. A. Birge.

The gathering went on record as favoring the lowering of freight rates to the same extent that farmers and others have reduced their operating costs. A reduction in freight rates to approximately the rates which were in effect before the 40% increase in 1920 was favored, and the rates on grain products established by the Crow's Nest Pass agreement should be restored as encouragement to farmers.

The membership of the association has increased by 207 members during the year and optimism was expressed with the outlook for business in 1922. The executive council include the following: Chairman Ontario Division, Col. Arthur F. Hatch, Canada Steel Goods Co., Hamilton; vice-chairman George Brigden, Toronto; Toronto branch, Chairman, R. H. Easson; vice-chairman, M. F. White.

COL. ARTHUR F. HATCH

Canada Steel Goods Co., Hamilton, Ont., who was elected chairman of the Ontario Division, Canadian Manufacturers' Association at the annual meeting.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

HEALTHOMETER BATHROOM SCALE

D. A. Sands, Yorkton, Sask.—Would you kindly give me the address of the Canadian agency for the manufacturers of the Healthometer bathroom scale.

Answer—This scale is manufactured by the Continental Scale Works, Chicago, Ill. The distributing agents in Western Canada are the Chandler & Fisher Co., and the B. C. Stevens Co., both in Vancouver.

GRIMM SAP SPOUTS.

J. W. Rork, General Hardware, Norwood, Ont.—Will you kindly send me the name and address of the firm who makes the Grimm sap spouts.

Answer—The Grimm Mfg. Co., of Montreal.

EAST LAKE STEEL SHINGLES

Wm. G. Cunningham, Canterbury Station, Ont.—Will you please advise where I can get East Lake steel shingles.

Answer—The Metallic Roofing Company, No. 1194 King St., W., Toronto.

TILE MOULDS.

Clayton Farley, Kincardine, Ont.—We wish to know where we can procure iron casings for making cement tiles.

Answer—The Ideal Concrete Machinery Co., Windsor, Ont., and Wettlaufer Bros., Ltd., Toronto.

PHONOGRAPH NEEDLES

Messrs. Wood Vallance Limited, Regina, Sask.—Can you supply us with the addresses of some manufacturers of phonograph needles.

Answer—The D. & H. Fibre Mfg. Co., Ill.; W. H. Bagshaw, Lowell, Mass.; The Victor Talking Machine Co., Camden, N. J.; The T. H. Gary Company, New York City; The Tusko Mfg. Co., Chicago, Ill.

SURPRISE COOK STOVE

Thomas F. Fendall, Rose Lynn, Alberta—Please tell me where I can get repairs for the Surprise cook stove.

Answer—The Canadian Stoves Limited, of Grimsby, Ont.

HAND FIRE GONG.

The Morgan Hardware Co., Norwich, Ont.—Will you please advise where we can procure a hand fire gong for a school.

Answer—The James Morrison Brass Mfg. Co., Toronto; G. O. Clark, Montreal, Que.; The Garth Company, Montreal.

SMART BAG MFG. CO.

H. A. West, Annapolis Royal, N. S.—Can you furnish us with the address of the Smart Bag Manufacturing Co.

Answer—This is now the Woods Mfg. Co., Ottawa, Can.

BABY CARRIAGES.

Owen W. Evans, Hardware Merchant, Chester, N. S.—Can you give me the names and addresses of manufacturers of baby carriages.

Answer—The Gendron Mfg. Co., Toronto, Ont.; The Canada Furniture Manufacturers Limited, Woodstock, Ont; The Giddings Limited, Granby, Que.

ELECTRIC WAXING BRUSHES

J. G. Tweedle, Fergus, Ont.—Would you kindly advise who manufactures electric brushes for waxing hardware floors.

Answer—The A. D. Fisher Mfg. Co., Toronto; The Canadian Floor Waxer & Polisher Ltd., 666a Yonge St., Toronto; The Garton Mfg. Co., 62 Dundas St. E., Toronto.

SEAT SPRINGS

P. A. Gouin, Hardware Merchant, Three Rivers, Que.—Will you please let me know where I can get seat springs.

Answer—The Wallace Barnes Co., Hamilton; The B. Greening Wire Co., Hamilton.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

4507. **Plumbers' supplies**—A Norwegian metal merchant wants to import wrought iron tubing 3-8 inch to 4 or 5 inches, steel tubing 1 inch to 10 inches, malleable fittings, valves, pipe taps, etc.

4508. **Wire fencing**—A Norwegian concern is desirous of receiving quotations for wire fencing.

4509. **Ironmongery**—A Swedish concern is desirous of representing a Canadian firm.

4510. **Black sheets**—Packed in crates of about 200 kg. when ½ mm. to 1 mm.; from 1 mm. to 20 mm. can be shipped loose, are required by a Swedish concern.

4511. **Nails (square)**—Are required by a Stockholm firm.

4512. **Radiators and boilers**—A firm in Sweden is desirous of representing a good Canadian firm.

4513. **Hoop iron, etc.**—A firm in Sweden would like to import hoop iron, 1 mm. thick and 30 mm. wide, wire ropes and wire rods with 5 mm. diameter.

4514. **Steel tubes and flanges**—A Goteborg concern wants to import steel tubes and flanges from 32 mm. to 269 mm. outside diameter. They also require bolts, nuts, screws, small cocks and valves.

4515. **Metals**—A Stockholm firm is interested in the importation of wrought iron tubing, cast iron tubes, iron and steel bars, galvanized sheets, pig iron.

4516. **Metals**—Christiania concern wishes to import brass tubes, sheets, rods and wire, also wire and cables (not insulated) for electrical purposes, steel sheets and corrugated sheets.

4517. **Metals**—A firm in Sweden desires to import brass and copper sheets, rods and ingots, nickel cubes, pig lead, galvanized sheets, wrought iron tubing, steel tubing, reinforcing steel, black sheets, shipbuilding sheets, wire rods.

4518. **Metals**—A Swedish firm desires quotations for different kinds of metals, as copper plates, bars and wire; tinplates, galvanized sheets (plain and corrugated); brass sheets and bars, pig lead and in sheets.

4522. **Pig Lead**—Is desired by a Swedish firm, also sheet lead for woodpulp industry.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

MILLERS-FALLS CATALOG

Millers-Falls Co. are now issuing to the trade their new catalog showing their entire line of tools. Apart from lines previously catalogued, all lines that were formerly manufactured by the West Haven Mfg. Co., are now incorporated. Another feature is the new method of pricing. A system has been adopted whereby tools are priced by the unit rather than by the dozen, as formerly.

MUELLER FLUSH VALVES

Catalog No. 4A illustrating flush valves, has recently been issued by the H. Mueller Manufacturing Co., of Sarnia, Ont. The introduction to this booklet describes two of the principal uses of a flush valve, these being to render the closet tank unnecessary, and to deliver just sufficient water to flush the bowl satisfactorily. The makers claim that the flush valve is therefore very economical. It operates with either a push button or a turn of the handle. The catalog also contains a number of illustrations showing the flush valve in practical installation. Full details of the various styles are included, which, together with drawings and illustrations, present complete information on this line of products.

GREENFIELD CODE

The Greenfield Tap and Die Corporation of Greenfield, Mass., have announced the recent issuing of a telegraph and cable code for the use of all customers, both foreign and domestic. The object of the code is to reduce the cost of telegraphic expense and cable expense, when ordering goods by wire. It is a five letter code, and while it can be combined with the majority of standard commercial codes, the technical nature of the G. T. D. Corporation products is described as of such a large range that it is almost impossible to economically describe them by any standard code. The new code therefore, covers every item of manufacture and is included in the new catalog, No. 46A recently issued by the G. T. D. Corporation.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of May 17, 1902.

The Retail Hardware Merchants' Association of Ontario held their first annual meeting in Bathurst Street Hall, Toronto. The election of officers resulted as follows: President, Edwin R. Rogers, Toronto junction; 1st vice-president, J. E. Hawkins, Oshawa; 2nd vice-president, Geo. Pearsall, Toronto; secretary, S. J. Greer, Toronto; treasurer, John Caslor, Toronto; executive committee, A. Welch, Toronto, Mr. Hunter of R. F. Fletcher & Son, Toronto, M. W. Shephard of The Shephard Hardware Co., Toronto, George Munn, Toronto. The membership is between 80 and 100 of which about 50 belong to Toronto.

London, Ont. Board of Trade at its annual meeting elected the following officers: President, C. B. Hunt; vice-president, J. R. Minhinnick; secretary, J. Nelles; council, John Bowman, W. M. Gartshore, J. Mattinson, J. McClary, P. Broderick, A. Greer, J. Little, R. D. McDonald, G. de C. O'Grady, W. J. Reid and T. H. Smallman.

W. H. Ennis, representing The Murphy Varnish Co., Boston, was in Toronto in the interests of his firm which has decided to push business in Canada and are establishing agencies throughout the country.

The Metallic Roofing Co. of Canada has opened a branch in Winnipeg.

The Canada Paint Co. are contemplating the advisability of installing the aerial telegraphic system to maintain communication between their several factories and branches.

Brandon Hardware Co., Ltd., Brandon, Man., has been incorporated and takes over the business of The Jas. Robertson Co.

Thos. Birkett & Son, Ltd., Ottawa, has disposed of their Rideau St. branch to Thomas Shore.

E. R. Rogers, hardware, Toronto junction was damaged by fire and water.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

LINSEED oil, cant hooks and peavies, the Maydole line of hammers, hay fork pulleys, Trimo wrenches, window rubbers, fuse plugs, certain asbestos products such as boiler and pipe coverings, and Carll wrenches are included among the various hardware commodities recording easier price levels this week. In addition, boilers and radiators appear with new discounts, an extra 7½ per cent. having been added to the present quotation on radiators and ten per cent. to boilers. This condition, however, is described by distributors to be purely of a temporary nature. Eastern centres record a slight revision in the base price on wire nails, this being ten cents per keg lower. A revision in the distributing points for both wire and wire nails is also announced. It is stated that malleable fittings are due to be quoted under a new price list with discounts effective June 1. Bar iron and steel products remain at recent price levels, with galvanized sheet quotations being also nominally unchanged, although the firmer tone still prevails, with slightly higher quotations appearing in different quarters. The gradual improved condition in scrap metal markets is maintained, with a somewhat heavier demand for certain lines reported in outside markets owing to the coal strike. The progress being made in construction work stimulates sales in many commodities, and jobbing houses report activity in builders' hardware and other supplies required for this work. A brisk demand is now evident for all Spring and Summer lines. The quiet tone again generally prevails in the ingot metal markets. An additional increase in linseed oil reflects the upward swing of flaxseed prices, coupled with seasonal increased demand. Turpentine prices are firm and this product is still somewhat scarce, domestic distributors being unable to secure further large shipments from southern producing points at this period, which would offset this condition in the face of restricted output in production areas and increasing consuming requirements.

Montreal Markets

MONTREAL, May 18.—Price reductions feature the hardware markets this week, the upward trend in prices recorded in recent weeks having slackened, for the present at least. The local base price on wire nails is reduced ten cents, but this revision is said to be made in the hope of stabilizing the market, as the undertone of nails and other wire products is undoubtedly firmer at the present time. Another important price change is announced on water and steam boilers and radiation. An extra discount of seven and one-half per cent. is added to radiator quotations, while boilers have an extra ten per cent. added. Manufacturers in making this announcement state that it is only a temporary quotation, and effective only until May 31st. Mrs. Potts sad irons are reduced, both in polished and nickel-plated, and asbestos products, including asbestos pipe coverings, boiler covering and sheathing, have new lower quotations.

LOWER PRICES RECORDED ON MRS. POTTS IRONS

Montreal

Quotations on Mrs. Potts sad irons have been reduced, and nickel-plated are now quoted at $1.75 per set, polished at $1.70.

BOILERS AND RADIATORS HAVE NEW DISCOUNTS

Montreal.

Revised quotations are announced by manufacturers of hot water and steam boilers and radiation. An extra 7½ per cent. is added to the present discount on radiators, and boilers show an extra 10 per cent. In making this announcement it is stated that in all probability a further change will be made in the near future, and present revision is only effective until May 31st.

Keen competition has been experienced for some time past, and while increased building activity has recently stimulated sales of these lines, the market has not been on an altogether settled basis. It is pointed out that the undertone of the market is firm, the recent advance in pig iron strengthening the situation considerably. Just what further action will be forthcoming is in doubt, but one manufacturer described the present price change as a forerunner of higher levels in the near future.

SLIGHT REVISION IN WIRE NAIL PRICES

Montreal

A slight revision is made in local quotations on wire nails, the base price being reduced from $3. 75 to $3. 65. The undertone of the nail market continues firm, but owing to unsettled conditions locally the strength has not reflected to the same extent as perhaps it would otherwise have done. With current prices now at a lower level, a more stabilized market is looked for.

BUILDING STIMULATES METAL LATH SALES

Montreal

The movement of metal lath has become much more active in recent weeks owing to activity in building construction. There is no change in prices, and following are prevailing quotations:

METAL LATH—
Painted—

	per sq. yd.
26 gauge	23c.
24 gauge	28c.
23 gauge	32c.

Galvanized, 10c. per sq. yd. extra.

BAR PRODUCTS REMAIN AT HIGHER LEVELS

Montreal.

With current quotations on bar iron and steel revised to higher levels, as recorded last week, there is little change in fundamental conditions, the firm attitude in the industry still prevailing. A quotation ten cents in advance, which

would bring bar iron and steel to $3.00 base, is given in some quarters, but $2.90 is more generally quoted. Local distributors anticipate a continued improvement in the movement of steel, the betterment in the past few weeks offering encouragement in this direction. Increased activity in the south is also pointed out as an indication that a better buying movement may be expected in the following months. The coal strike is still looked upon by some as a factor that must be seriously reckoned with in the near future, while others are satisfied to allow the present situation to take its own course, believing that any great obstacle relative to the strike will be overcome in due time. Following are local quotations:

IRON AND STEEL—

Common bar iron, 100 lbs.	....	2 90
Refined iron	....	4 40
Irish finish machinery steel	....	2 95
Mild steel	....	2 90
Single reeled machinery steel	....	5 00
Band steel	....	3 25
Spring steel	....	4 50
Sleighshoe steel	....	2 90
Tire steel	....	3 10
Harrow tooth steel, per lb.	....	3 05
Mining tool steel, per lb.	....	0 20½
Black Diamond tool and cast steel, per lb.	....	0 20½
Toe caulk steel		3 80

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

LITTLE CHANGE IN RANGE BOILER MARKET

Montreal

With a little better buying movement in range boilers during the past few weeks, when dealers' purchases have been of somewhat better quantities, there is said to be room for greater improvement considering the season of the year. Building construction usually calls for heavier supplies at this time, but only a moderate demand has yet been in evidence in this direction. No change has been made in quotations both list prices with discount and net quotations being given by various distributors. Following are list prices and discount:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.
Extra heavy, 40 per cent.

STEADY TONE IN LEAD AND ZINC PRODUCTS

Montreal

A fairly steady market is recorded on lead and zinc products. While metals on primary markets do not show the same strength as was apparent a few weeks ago, still the tone of these markets is also steady. Tin, which re-acted last week, has again stiffened considerably, and with a strong tendency in copper and lead, solder quotations are firm. Manufacturers and dealers in these lines describe present activity as seasonable, recent week bringing an improvement, especially in goods used by the plumbers in building construction. Following are unchanged quotations:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs., sq. ft.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

EASIER PRICES RECORDED ON ASBESTOS PRODUCTS

Montreal

An easier tendency is again evident in the market for asbestos products, pipe and boiler coverings are increased approximately 5 per cent., boiler covering slightly reduced to $1.90 per bag, and sheathing is reduced from $8.00 to $7.75 per 100 lbs. Business in these products is stated to be somewhat improved in recent weeks, building operations now demanding supplies. Folowing are revised quotations;

ASBESTOS PRODUCTS—

	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	45%
85% magnesia covering	45%
Boiler covering	$1.90 per bag
Asbestos sheathing	7.75 per 100 lbs.

NO FURTHER CHANGE IN WASTE MATERIAL MARKETS

Montreal

Price levels on the various lines of waste materials are nominally unchanged since the revision of last week when copper and brass scrap, also heavy melting steel; recorded advanced quotations. Dealers report that the firmer tendency is still apparent in practically all lines. The coal strike, and its effect on the steel industry is said to be causing a heavier consumption of ferrous metals in outside markets, and the slight improvement in yellow and red metals is generally maintained. Business locally is still of a moderate nature at following nominal quotations:

WASTE MATERIALS—

Automobile tires		0 50
Rubber shoes		0 02¾
Yellow brass		0 05½
Red brass		0 08½
Light brass		0 04
Scrap zinc		0 03¼
Lead, heavy		0 04
Lead, tea		0 02
Light copper		0 08½
Heavy copper		0 10½
Wrought iron, R. Rd., No. 1 per gr. ton		9 00
Malleable scrap (ton)	....	8 00
Pipe scrap (ton)	....	6 50
Heavy melting steel	8 50	9 00
No. 2 bushelling,	....	8 00
Boiler plate		7 00
No. 1 machinery cast		20 00

GALVANIZED AND BLUE ANNEALED SHEETS ACTIVE

Montreal

Activity in galvanized sheets continues on the local market, and added to this is a heavier buying movement in black and blue annealed sheets. This reflects the trend of the market in recent weeks when a gradual improvement has been noted. Distributors of these lines also state that delivery is becoming a more important factor in the situation, and with an increased demand, the firmer tendency will in all probability be more pronounced in the coming weeks. If so, an improvement locally is also expected, insofar as local quotations are concerned. For some time past there has been a distinct variation in quotations among distributors, and a narrowing of this range would doubtless be to the advantage of all concerned. Although many distributors have already slightly advanced their quotations, prevailing levels are covered by following range:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 35
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 10	6 35
22 gauge	6 05	5 90
18-20 gauge	5 35	5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 8 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s	9 25
20 x 28 IXXX, 56s	10 00
20 x 28 IC, 112s	14 50

TERNE PLATES

20 x 28 IC, 112s	14 50

CANADA PLATES

Half Bright—

18 x 24 x 52s	5 40 box
18 x 24 x 60s	5 50 box
18 x 24 x 75s	5 65 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	7 50 box
18 x 24 x 52s	7 25 box

CURRENT TRADE IN PIPE FITTINGS IMPROVES

Montreal

Quotations on pipe fittings remain at former discounts with current business described as on a gradual increase. During recent weeks the movement of the various kinds has been stimulated by supplies required for building activities, and a continuation of this betterment is

(Continued on page 50)

ANNOUNCING THE WINNERS

of the "O-Cedar Trade Paper Heading" Contest

The Winner of the $25 Prize

J. ROY McDONALD

Representing

THE SIMPSON COMPANY,
Guelph, Ontario

Heading Submitted: "Tell Its Uses—Boost Your Sales."

In an effort to secure the opinions of the wholesale trades sales force on our trade paper advertising, we recently offered $50.00 in prizes to those submitting the best headings for an O-Cedar trade paper advertisement, which appeared in a selected list of trade journals.

We offer sincere congratulations to the winning contestants in the O-Cedar Polish Trade Paper Heading Contest. The winning headings and those receiving honorable mention displayed keen thought and excellent judgment. Out of the hundreds of headings submitted, many were well worthy of honorable mention, but the lack of space prohibits our mentioning them all.

We take this opportunity to thank all who entered this contest for their interest in O-Cedar Products.

Honorable Mention

J. H. NEELAND
Representing
L. T. MEWBURN & CO., LIMITED
Calgary, Alta.

Submitted: "Brighter Prospects for Spring, Mr. Retailer—30% Increase in Your Business of Selling O-Cedar Polish."

J. A. FREDERICK
Representing
KENNEDY HARDWARE CO., LTD.
Toronto, Ont.

Submitted: "Merchants of Canada—a Better Knowledge of O-Cedar Uses Will Increase Your Sales."

Honorable Mention

EDWARD C. JOSEPH
Representing
JOSEPH & COMPANY
Quebec, P. Q.

Submitted: "Business Bad? Wanting a Leader? Study this Ad.—Feature O-Cedar."

J. SNELGROVE
Representing
WESTERN GROCERS LIMITED
Vancouver, B. C.

Submitted: "Who Wouldn't Want a 30% Increase in Sales?"

SECOND PRIZE, $15.00
Won by

E. FLEDDERJOHN,
Representing
WESTERN GROCERS, LIMITED
Regina, Sask.

Heading Submitted: "Increased Use—Increased Sale—Increased Profit."

FOURTH PRIZE, $5.00
Won by

W. H. J. McMILLAN
Representing
WESTERN GROCERS, LIMITED
Vancouver, B.C.

Heading Submitted: "Tell Her How—She'll Buy More."

THIRD PRIZE, $5.00
Won by

E. HIBERT
Representing
N. C. POLSON & COMPANY, LTD.
Montreal

Heading Submitted: "The Argument that Multiplies by Two the Sale of O-Cedar Polish."

CHANNELL LIMITED, TORONTO

If interested tear out this page and place with letters to be answered

Just 7 words made a big

increase in Sales of—

O-Cedar Polish

A prominent Hardware Dealer in Toronto—The North Toronto Hardware—has discovered very profitable possibilities in 7 small words.

In a recent O-Cedar Polish Trade Paper advertisement he read the details of an investigation, made among O-Cedar Polish users which revealed the fact that only 40 per cent. of those who knew of O-Cedar's merits were actually using it on their *furniture.*

This dealer also noticed the new O-Cedar slogan—and decided to put it to work. He makes use of it with every purchaser of O-Cedar Polish by asking, do you—

Use it on your piano with water?

Naturally a woman realizes that a Polish that is good enough for a piano is the correct polish to use on all fine furniture. So O-Cedar becomes the permanent brightener of all the furniture in the home, as well as the woodwork and linoleum.

Try these 7 profit increasing words for a month—and note the jump in O-Cedar Polish sales.

RETAIL PRICES:

O-Cedar Polish in Bottles 30c and 60c. In Tins $1.50, $2.50 and $3.50. O-Cedar Polish Mop, large size, triangular shape, $2.00. O-Cedar Dusting Mop, large size, triangular shape, $2.00. O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED - TORONTO

(Continued from page 46)
anticipated. Fo owing are unchanged discounts;

PIPE FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, 1/8 to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

TROUGH AND PIPE IN BRISKER DEMAND

Montreal

With the season for eavestrough and conductor pipe now at hand, these products register an improved movement, and continued activity is anticipated for the following months. The undertone of the market is little changed, being much firmer since the stronger tendency in galvanized sheets became apparent. Following are unchanged list prices and discounts:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—	
3 inch	6 00
4 inch	10 50
Plain or corrugated.	dozen
2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

PIPE IS UNCHANGED: PRICES REMAIN FIRM

Montreal

List No. 54 remains the selling basis for wrought iron and steel piping, with the undertone of the market still described as firm. Although a revision to higher levels was thought likely, even before this date, manufacturers state that no change is in sight at present. Current business is said to be progressing along satisfactory lines, and comparing favorably with last year for this period. List No. 54 will be found on current market pages.

TONE OF METAL MARKETS CONTINUES FAIRLY FIRM

Montreal

The ingot metal markets do not show very much change during the past week, and prices generally are steady. The volume of business has slackened somewhat, but the tone of the markets remains firm, and the situation is regarded as fairly satisfactory.

TIN.—This metal has receded to below £150 in London, and it would appear that holders in the Straits have abandoned the idea of holding out for higher prices. Consumption in the U. S. A. has fallen off slightly, and buyers appear to be only interested in lower prices. The local market is quiet at 34 cents.

COPPER.—Copper shows some strength both in London and New York, and the market is somewhat firmer. Electro is now quoted at 13⅜ to 13½ cents delivered, and demand is quite good. From present indications a further slight advance seems likely, although dealers are of the opinion that it would not be allowed to go too high. Quotations are unchanged at 17 cents for electro, 16½ cents for casting.

SPELTER.—Spelter is stronger at East St. Louis for May and June shipments, no doubt chiefly owing to the coal strike. Some smelters are reported to have closed down, and others are refusing to quote. London is steady around £27, but the advance in the U. S. A. makes export business difficult. Quotation is unchanged at 7¾ cents.

LEAD.—As far as the U. S. A. is concerned the market is firm in tone, and while buying has not been quite so heavy recently, this is said to be due to requirements having been previously covered. London is also firm owing to scarcity of spot lead, and opinions differ as to the future of this metal. Locally prices are steady at 6¾ cents.

ANTIMONY.—This metal remains steady with consumption fairly good. There is no change in local quotations, and Chinese is quoted at 6¾ cents, high grade English at 7½ cents.

ALUMINUM.—With the undertone of the market for aluminum showing little change, locally this metal is quiet with quotation remaining at 24 cents.

Toronto Markets

TORONTO, May 18.—A downward revision in quotations on hay fork pulleys, lower prices on cant hooks and peavies, easier price levels on the Maydole line of hammers, and a slight reduction in Trimo wrench prices, comprise some of the current hardware market developments. Certain extra discounts also appear on radiators and boilers, in addition to the customary levels, and while distributors claim that this situation is merely of a temporary nature, it is noticeable that these additional discounts are practically general. A revision in the distributing points for wire nails has been announced, while effective June 1, malleable fittings are scheduled to be quoted under new list prices with discounts. Uniform price levels on galvanized sheets are apparently difficult to secure, but the recent higher quotations are now generally adopted with the situation being described as firm, thus reflecting the strength of the steel industry in general. While bar iron and steel product prices are exceptionally firm, with increases having been recorded in certain quarters, keen competition is cited as the obstacle to a revision in local quotations, up to the present. A slight improvement has been recorded in scrap materials, higher price levels having been noted on several items. A quiet tone generally prevails in the ingot metal markets.

FIRMER TREND NOTED IN CORRUGATED MARKETS

Toronto

The recent increase in the quotations on flat galvanized sheets, has reflected in the firmer tone now evident on corrugated sheets. These products are reported to be experiencing an improved demand, and conditions generally are on a much stronger basis than during the earlier months of the year, when prices on the heavier gauges were purely nominal. The advent of warmer weather has provided increased opportunities for structural activity, and distributors state that a uniform demand for corrugated throughout the ensuing season is generally anticipated. Following are the average levels prevailing on the local markets:

CORRUGATED SHEETS—	Per 100 Sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins. 75 cents per sq. extra.

STEADY TONE FOR LEAD AND ZINC PRODUCTS

Toronto.

Manufacturers of lead and zinc products describe the market as continuing steady to firm since the recent revision. Metals in primary circles still contribute a fair amount of strength to the tone of finished products, particularly solders, but little change is thought likely in the immediate future unless strength of a more marked nature is shown. Demand steadily improves with increased activity in building operations, and following are unchanged quotations:

LEAD AND ZINC GOODS—		
Lead pipe, list, per lb.		0 12
Lead waste pipe, list, per lb.		0 13
Do., over 8 in., list, per lb.		0 14
Lead pipe is subjected to a discount of		10%
Lead traps and bends		17½%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.		0 09
Cut sheets, ½c. to ¾c. lb. extra and cut sheets to size 1c. lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10
sheets to size 1c lb. extra.		

MALLEABLE FITTINGS TO BE QUOTED UNDER LIST

Toronto.

At a recent meeting representative of the plumbing and heating jobbers of Ontario and also Montreal, it was decided to adopt a new piece list on malleable fittings, effective June 1. Booklets covering this new list are being prepared, and it is understood that the basis will be approximately four times the prevailing net price, with proportionate discounts of 70 and 5 per cent off. Quotations on these products, therefore, will be practically unchanged, only the method of listing being varied. Current demand for pipe fittings is stated to be slightly improving, with no other developments having been announced. Following are prevailing quotations:

PIPE FITTINGS—

Cast iron fittings		30%
Plugs, cast iron		30%
Do. solid		30%
Do., countersink		30%
Bushings, small		32%
Bushings, cast		32%
Unions, ¼ in. to 2 in.		47%
Unions, ⅛ in., 2½ to 4 in.		47%
Flanged unions		30%
Flanged fittings		30%
Dart Unions, blk., ¼ to 2 in.		33½%
Do., ⅛ in., 2½ in. and larger		23%
Do., galv., add to black		30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short		60%
Do., 4½ in. and larger		50%
Do., long, ⅛ in. to 4 in.		65%
Do., 4½ inch and larger		55%
Do., running thread		40%
Couplings, 4 in. and under		30%
Do., 4½ in. and larger		10%
	Black.	Galvd.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

COMPETITION OBSTACLE TO REVISED IRON PRICE

Toronto.

Whlie it was generally expected that some higher prices on bar iron and bar steel products would most likely have developed on the local market, no changes had been announced up to the present. It is noticeable in this connection that Montreal quotations are on a higher level, but local distributors state that producers are evidently waiting until all lower prices have been exhausted on the southern primary centres. This generally leaves the situation at the prices quoted last week, with the notation that the trend of all iron and steel items is described as exceptionally strong and getting firmer each day. Current business is described as fairly good, and generally up to expectations. The feeling is noticeable, however, that keen competition is one of the chief obstacles towards higher quotations on a uniformly-maintained level:

IRON AND STEEL—

Mild steel bars, base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

GENERAL IMPROVEMENT IN SCRAP MATERIALS

Toronto.

The outlook for scrap copper is now reported brighter than it has been for some time. Quite a number of sales have been in evidence and the general trend of prices is in an upward direction. With the single exception of composition, there is a general advance all round. Heavy copper and wire is now being more freely purchased.

Heavy melting steel also has improved. Borings and turnings have shown a 50c a ton advance. Stove plate is scarce and hard to get and the price, therefore, is nominal. The cast iron market is active and firm. Following are the averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$12 50	$13 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	7 00	7 50
Agricultural malleable	11 00	12 00
Railroad malleable	12 00	13 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 00	13 00
Grate bars	11 00	12 00
Standard car wheels	14 50	15 50
Scrap Metals		
Heavy copper and wire	10 25	11 25
Light copper	8 25	9 25
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	4 50	5 00
Tea lead	2 25	2 75
Scrap zinc	4 25	4 75
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

SOME EXTRA DISCOUNTS APPEAR ON RADIATORS

Toronto

A somewhat unexpected situation has now developed in radiators and boilers, extra discounts being quoted in various quarters on these products, in addition to the regular discounts off the nominal list prices. This change has not been generally announced, but it is stated to be the result of keen competition.

Distributors generally look upon these conditions as more or less temporary, believing a settlement to be imminent. However, the fact that these extra discounts are practically general, places quotations on radiators at an additional 7½ per cent. off, and on boilers at an extra ten per cent., although the previous list prices and discounts also remain. In view of the improvement anticipated in radiation trade, coupled with more confidence regarding the future strength in these markets, the unsettlement referred to is described as unusual and of a transitory nature.

UNIFORM PRICE LEVEL ON SHEETS DIFFICULT

Toronto

As stated in last week's issue of Hardware and Metal, the base price of $5.35 on galvanized sheets is stil apparent on the local market in certain instances, but the general advance of twenty-five cents on this level has now been generally adopted, and the new quotation is stated to be quite firm, reflecting the strength of the steel industry in general. While keen competition exists locally on practically all steel items, the many wild allegations appearing on the market, some of which particularly referred to black sheets having been imported from Europe at a price below the current domestic level, have been found to have no real foundation in fact. The maintenance of a uniform price is described as a difficult objective, as it is evident that any attractive order will cause certain distributors to shade quotations in the hope of securing more business. However, it is stated that the following represent the average local prices on sheets and plates:

BLUE ANNEALED—		
10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
13 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18-20 gauge	4 05	4 80
22-24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	**4 25**	**5 00**

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier and	Apollo
10¾ oz.	6 00	6 50
U. S. 28 base	5 60	6 10
U.S. 26 gauge	5 30	5 80
22 and 24	5 15	5 65
18 and 20	5 00	5 50
16	4 85	5 35
12 and 14	4 70	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

REVISE DISTRIBUTING POINTS FOR WIRE NAILS

Toronto

It is announced by local jobbers that Peterborough, Kingston and Ottawa are not now f. o. b., points for wire and wire nails, price for these points on wire nails now being $3.65 per keg. f. o. b. factory.

EASIER PRICE LEVELS ON MAYDOLE HAMMERS

Toronto.

Revised lower prices are quoted this week on the Maydole line of hammers. These products have the following new quotations locally:

MAYDOLE HAMMERS:—

Per dozen:—

No. 1 $18.25 per dozen. No. 1½ $16.80. No. 11, $18.25. No .11½, $16.80. No. 12, $15.75. No. 13 $14.00. No. 23, $12.75.

DOWNWARD REVISION ON HAY FORK PULLEYS

Toronto.

Hay fork pulleys now show a downward revision in prices, these products being quoted at the following new levels:

HAY FORK PULLEYS—
Per dozen:—
No. 114, $7.20. No. 112, $7.20. No. 118, $8.40. No. 210, $6.60.

PRICES LOWER ON CANT HOOKS AND PEAVIES

Toronto.

A reduction has also been recorded this week in quotations on peavies and cant hooks. The revised price levels on these products follow:

PEAVIES—Per dozen:—
3 x 5 ft. $33.00. 5 x 5 ft. $35.40. 6 x 5½ ft. $36.00.
CANT HOOKS—
50 x 4 ft., $27.60 per dozen.
51 x 4½ ft., $28.20.

SLIGHT REDUCTION IN TRIMO WRENCH PRICES

Toronto

A slight reduction has been announced in quotations on Trimo wrenches. Following are the revised prices on these products:

TRIMO WRENCHES:—
Per dozen.
Size 8 in., $12.85; 10 in., $14.00; 14 in., $20.00; 18 in., $29.40; 24 in., $42.00.

TRADE IN COPPER AND BRASS GOODS MODERATE

Toronto.

Current business in copper and brass goods, such as sheets, tubing and rods, is described by distributors as keeping up fairly well. The improvement noticeable a few weeks ago, however, has failed to continue expanding, the current volume consisting of numerous small purchases. On the whole, the situation is stated to be an improvement over that of last season, and because of this factor a brighter tone is noticeable. Some fluctuations of copper on primary metal centers have failed to reflect on the finished products, the changes referred to being of a minor character only. However, ingot copper is a little firmer owing to some expansion in consumer interest. Following are prevailing unchanged quotations on brass and copper goods:

BRASS	
Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 19
COPPER	
Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

GRADUAL PROGRESS IN RANGE BOILER MARKET

Toronto

Buying according to current requirements still appears to be the general rule in the range boiler market. Some improvement in demand for these products, however, due to recent activity in building circles, has given a little better tone to the situation, but current conditions are described by certain manufacturers and distributors, as leaving plenty of room for improvement. This is expected to develop as the season advances, and with the more or less general adoption by the trade of the list prices and discounts, the tone of this market can be designated as advancing in the right direction. Following is the current unchanged list and discounts on standard and extra-heavy boilers:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.; Extra heavy, 40 per cent.

QUIET TONE PREVAILS IN INGOT METALS

Toronto

There is little snap or volume to the domestic metal markets, prices generally remaining at the recently revised levels, with the exception of tin, which eased off another half cent. After the recent slight encouragement, metals are dragging a little, and both spelter and lead which were previously developing a firmer tone now show an easier trend. In antimony or aluminum there is very little movement to record. The report that additional copper mines intend to resume operations in the near future, has a decided tendency to dampen enthusiasm in this metal.

COPPER.—More active buying of copper for export is reported from southern primary markets, while moderate sales are reported on the domestic account. The tone of the copper market is said to be steadily strengthening, but little improvement can be noted in the local situation. Fluctuations are at present slightly on the up grade, but how long the present movement will continue it is impossible to state. Local prices are unchanged and quiet at 16½ cents.

TIN.—This market is very quiet with domestic prices having eased off another half cent, this change bringing the average quotation locally to 33½ cents. Primary centres also record slight declines, recent heavy Strait shipments being described as a drag on the markets, while tin is only moving in small quantities.

LEAD.—From the firm tendency which was recorded in lead both on domestic and southern centres, this metal has now developed a quieter market. Demand is in lighter volume, and producers report that slight price shading has resulted. Generally speaking, however, quotations are off a little, the local price being 6⅝, compared with the recent higher level of 6¾ recorded last week.

SPELTER.—This market is described as steady but quiet. Large consumers of spelter for galvanizing are said to be fairly well supplied at present, but with the brisk demand for such sheet products, renewed activity in spelter is looked for. The foreign markets continue firm, while local quotations remain at the level of $6.85.

ANTIMONY.—This metal is also quiet, but steady, there being very little movement on either domestic or primary centres. There has been little development recorded during the past week which would test this market. Local prices are unchanged at the previous range of 6 and 7 cents.

ALUMINUM.—Trade in aluminum is as quiet as ever, with little variation in the general undertone. The recent improvement has almost died away, and conditions are just moderate. Local prices still hover between the lower levels of 20 and 21 cents.

London Markets

LONDON, May 18.—Current price developments include a five cent advance in quotations covering both turpentine and linseed oil. This change reflects the firm tone in both markets, produced in linseed oil by increased demand coupled with higher flax seed prices, while scarcity of local stocks and seasonal buying are cited as the principal factors in the turpentine advance. On the other hand, changes to easier price levels are noted on the Potts line of sad irons, window rubbers and fuse plugs. Hardware business in this district continues good, with many merchants reporting a decided improvement in sales during the past week or two.

FAIR TRADE REPORTED IN WINDOW GLASS

London, Ont.

There is a fair movement of window glass continuing at present, with prices holding unchanged. The spurt of activity in building circles is naturally expected to reflect in the latent sales of glass. Following are unchanged price levels:

WINDOW GLASS—
Single Diamond, net list.
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

ROPE AND CORDAGE ON GRADUAL INCREASE

London, Ont.

Prices on rope remain unchanged, with the gradual improvement in these markets being continued. The seasonal call for rope and cordage is slightly expanding and following are the prevailing price levels:

ROPE—	lb. base
Pure Manilla	23c.
Beaver Manilla	20c.
New Zealand Hemp	20c.
Sisal	18c.

RECORD BRISK SALE FOR POULTRY NETTING

London, Ont.

Dealers indicate that a brisk sale continues for poultry netting, this product being among the seasonal lines recording a steady movement. Quotations remain unchanged, the one and two inch mesh being quoted at list les 12½ per cent.

BUYING COMMENCES IN ARSENATE OF LEAD

London

Dry arsenate of lead is now registering a fair movement, sales in this line having been more noticeable of late. Following are the current season's quotations:

DRY ARSENATE OF LEAD—

	Per lb.
½ lb. pkgs.	0 37
1 lb. pkgs.	0 35
5 lb. tins	0 32
10 lb. tins	0 31
25 lb. drums	0 27
50 lb. drums	0 25
100 lb. drums	0 23

FIVE CENT ADVANCE IN LINSEED OIL

London, Ont.

With a brisk sale for linseed oil now being recorded, and with prices on the flax seed market advancing, a similar increase has been announced on oil. The extent of the advance is five cents per gallon this being the average current quotations to the following levels:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

FURTHER INCREASE IN TURPENTINE QUOTATIONS

London, Ont.

The current sales of turpentine are more brisk, and there is reported a scarcity of this product locally. Prices have been advanced another five cents per gallon, this change bringing the prevailing quotation to the following level:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 35
2 to 4 bbl. lots	1 34
5 gal. lots	1 50

POTTS SAD IRONS ON EASIER PRICE LEVEL

London, Ont.

Easier price levels are now in effect on the Mrs. Potts line of nickel-plated sad irons, No. 50. These are now quoted at $1.75 per set, while the plain No. 55, are priced at $1.65 per set.

PARIS GREEN SALES NOW ON INCREASE

London, Ont.

The sales of paris green are now on the increase, with a better movement in this direction naturally being looked for in the near future. Price remains at the revised levels recently announced.

PARIS GREEN—	cents per lb.
½-lb. Papers	37
1 lb. papers	35
25-lb. Drums	33
50 lb. Drums	31
100 lb. Drums	31
250 lb. Kegs	29½
600 lb. Barrels	29

SEASONAL SALE FOR FLOWER BED GUARD

London, Ont.

Flower bed guard is now included among the brisk selling seasonal lines, there being a noticeable demand reported for both the galvanized and painted green products. Price prevail as follows:

FLOWER BED GUARD—
12" galvanized, $7.20 per 100 ft. 18" galvanized, $8.00 per 100 ft. 12" painted green, $7.75; 18" painted green, $8.50.

REFRIGERATOR SEASON IS NOW APPROACHING

London, Ont.

Refrigerators are now moving in seasonal volume, the warmer weather having stimulated the trade in these products. Household refrigerators of the Sanderson-Harold make, are quoted at list less forty per cent., while grocers and butchers refrigerators are at list less 35 per cent.

WINDOW RUBBERS ON EASIER PRICE LEVELS

London, Ont.

A reduction of approximately ten per cent. has been announced in quotations on window rubbers or cleaners. These products are now priced at the following levels:

WINDOW RUBBERS—
XLCR—Metal Frame—12" $3.60 doz. 14" $4.00 doz. 16" $4.75.

Winnipeg Markets

WINNIPEG, May 18.—Price reductions on the current hardware markets include easier quotations on platform and household scales, awning cord and Carll wrenches. Linseed oil is now quoted higher, the extent of the advance being five cents per gallon. Both galvanized sheets and turpentine record a firmer tone, due to increased demand for these lines, coupled with price developments on certain primary markets. Range boilers are now included among those products recently showing more activity, which is attributed to general progress in construction work.

LOWER PRICES ON PLATFORM AND HOUSEHOLD SCALES

Winnipeg.

Through a change in both list prices and discounts, household and platform scales show a reduction in prices. List prices have been reduced to lower levels, while the discount in some cases is changed, but for the most part remains the same. Following are new lists and discounts:

SCALES—
4 lb, list $5.30; 10 lb., list $6.60, 240 lb., list $11.50, 600 lb., list $30.00; 1200 lb., $35.60; 2000 lb., $51.60; 2000 lb., drop lever, $55.70.
Less 5 per cent.

FIVE CENTS ADVANCE IN LINSEED OIL PRICE

Winnipeg.

An increase of five cents per gallon in the price of linseed oil has developed on the local markets, this change being attributed to the firmer position of flax seed combined with an improved demand for oil. Following are the revised prices:

LINSEED OIL—
Raw, $1.20 per gal.; Boiled $1.23 per gal., in barrel lots.

STRONGER TONE IN TURPENTINE MARKETS

Winnipeg.

Although local turpentine prices are as yet unchanged, quotations have firmed up considerably in the last few days, due to the stiffening in southern primary markets. The future trend of turpentine is faced on the one hand with the arrival of the new crop with consequent increased supplies available, while current improvement in demand coupled with larger domestic and foreign consumption is expected to become apparent. In the meantime, producing centers have shown a somewhat sudden rise in prices but local levels recorded the following quotation. In barrel lots $1.45 per gallon.

REDUCED PRICES NOTED ON AWNING CORDS

Winnipeg.

A reduction in prices on awning cords is announced this week. Following are the new quotations:

AWNING CORD—
White, No. 4, $3.25 per doz. hanks; No. 5, $12.00 per doz. hanks.
Drab, No. 4, $3.90 per doz. hanks. No. 5, $15.00 per doz. hanks.

CARLL WRENCHES NOW HAVE EASIER PRICES

Winnipeg

A reduction in prices on Carll wrenches is recorded and following are the latest quotations:

CARLL WRENCHES—
No. 60, $10.40 per doz. No. 80, $13.50 per doz. No. 100, $15.75 per doz.

PRICES ON GALVANIZED SHOW FIRM TENDENCY

Winnipeg.

Although local price levels on galvanized sheets remain unchanged, higher quotations are recorded in other market centers. While the advance is not generally quoted up to the present, there are indications that further revisions will be announced in the near future. Following are the unchanged prices

SHEET IRON—(Galvanized)—
Gauge 16, $6.45 per 100 lbs. 18, $6.50; 20, $6.60, 22, $6.75, 24, $6.75; 26, $6.90; 28x30, $7.20; 28x36 $7.50; 10¾ oz. x 30, $7.60; 10¾ oz. x 36 $7.90.

SHEET STEEL—(Black)—
10, $5.35; 12, $5.40; 14, $5.45; 16, $5.50; 18, $5.90; 20, $5.90; 22, $6.00; 24, $6.00; 26, $6.10.

MORE ACTIVITY NOTED IN RANGE BOILERS

Winnipeg.

Range boilers are still selling at unchanged quotations, with little variation recorded in the market situation. Current trade in these products shows a gradual improvement, and buyers are now ordering in somewhat better quantities than during the past few months.

Cultivating Small Buyers of Paint

Active Prospect List Is Kept by Use of Various Report Cards and Intelligent Suggestions Made For Increasing Paint Sales — A Tactful Letter Follows Up Prospects—Noting Real Estate Transfers For Prospects—Small Buyer Can be Developed

Editor's Note:—A survey of a number of hardware stores in Western Ontario this week has impressed upon Hardware and Metal the importance of suggesting various "other" articles in which the customer may be interested. This policy of suggesting various kindred lines to those being purchased has produced remarkable results for certain merchants as outlined elsewhere in this issue. It will work wonders in the paint department as outlined in this article.

REALIZING that any man who stocks a selection of paints and opens his doors to the public will get some business, a certain Ontario retailer decided recently that he was classing himself as a "merchant" and decided to do justice to this name instead of belonging to the first named category. He realized that going after paint business was the way to get a steady growth in this department.

Suppose a customer comes into the store, chooses a half pint can of varnish stain for a piece of furniture and casually drops the remark he "ought to" paint the house this season. In too many stores the remark dies in the same breath it is born. In an aggressive store which has adopted many worthy principles in paint selling this is what happens:

The paint salesman makes an active effort to interest the prospect in the brand of paint carried, extolling its merits and driving home the financial and enjoyment features of a newly, nicely painted home. If he fails to make the sale he does not let the matter drop. He makes out a prospect card on which are blank spaces for the following:—Salesman's number, date, name of prospect, address, what interested in, information from, remarks. A space at the bottom of the card is for promotion effort leaving space for date of letter sent, whom to notify, transferred and filed by, and date.

Letter Follows

The next day's mail brings a letter from the firm soliciting the paint business of the prospect. This is followed by a second and third letter if necessary.

A ten-day campaign is carried on by mail, developing the principal points of a "protect the surface and you protect all" theory. Each letter is accompanied by literature dealing with the paint in which the prospect is interested. If this effort fails, one of the store's best salesmen makes a call at his office or home to help land an order. The letter sent should be specific, not general. It should deal with the particular problem in hand and give evidence supporting the claims made. The testimonial idea is a powerful one in selling paint and remarks made by other satisfied customers should be incorporated in the letter. If a prospect's neighbor has used your goods and is pleased, tell the man. The good word of that neighbor is the best sales argument ever prepared.

The letters should be cleverly multigraphed. They should look like a personally dictated letter, and these two gigantically important characteristics should be observed: (1) Sincerity and (2) Simplicity. Mean what you say and be simple, straightforward and right to the point.

A Clever Device

Here is a little device to be used with good effect in all advertising letters: In the body of the letter, and at the start of one of the subsequent paragraphs, leave a blank in which the man's name can be written, so your letter will say something like this:

"You know, Mr. Brown, we have sold 20 years;" or,

"Mr. Brown, your complete satisfaction is essential to our success."

Keeping track of real estate transfers is another prolific source of real prospects. When a house is bought, almost always some room, if not the whole house, needs a coat of paint, some wall decoration or refinished floors.

Appeal to the man's pride in his new home. Let him know his friends are going to scrutinize it closely, and help him to want to have it spic and span in every way.

And by no means overlook the fair feminine in your direct-by-mail campaign. Eighty-five per cent. of the things bought in stores are bought by women, or their purchase is influenced by women. Sometimes it pays to direct the whole campaign to them. And at any event, it pays to mention them in the letters and perhaps send them a special letter, urging them to encourage hubby's desire to beautify the place.

Local newspaper advertising is essential in building paint business. Space need not be large, but it should be simple and sincere. Regularity is of paramount importance. One of the successful paint dealers I know of used an exclusive paint advertisement every Monday night, except a few weeks during the year. He is after immediate business, and he is after the business that comes to a product that has built up a good-will following for it.

Don't Overlook Small Business

Many paint dealers make the mistake of not going after the small business, just because it is small. But it should be remembered if you can get a man to come to your store for his automobile paint and his wife to come for varnish for the baby's crib, they are very apt to come back when they want to spend $50 to paint the house.

The dealer who wants his paint business to grow will see that every package leaving the store contains a piece of dealers' helps. He won't think it undig-

(Continued on page 56)

They All Know

Muresco

For many years its reputation has been established as the best wall finish. Thousands of householders testify that it neither peels, cracks nor rubs off.

It is artistic in appearance, the wide range of tints and colors testify to that; its extensive use in hospitals testifies to its sanitary properties; the ease with which it can be applied by anyone, allowing more frequent interior redecorating—are factors that have established its enviable reputation with the user.

"Quality forever Moore"

Moore's dealers benefit by this popularity. For popularity means sales—sales mean profits.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered

The Brush Department

Price Tickets Sell Brushes On Display

Many Biggest Buyers of Brushes To-day Have Developed From Small Purchasers In Short Time Due To Appreciation of Display — Rapidly Increasing Sale for Floor Brooms Due to Popularity Of Hardwood

SUPPLEMENTING the information given in the last issue of Hardware and Metal concerning the sale and care of brushes, J. Billinghurst of the Boeckh Co., Ltd., provided the following data:

"Brushes should not be thrown together in a drawer or elsewhere any more than cutlery would be so handled. It is an easy matter to sample brushes and keep the stock in good shape. In my experience I have seen in the bottom of some dealers' brush drawers, some stock sold them at least ten years ago. In that time they have been churned over and over until they are scraped and too shop-worn to be put on sale."

Referring to the difficulties of preserving brushes against moths, Mr. Billinghurst pointed out that dust is bound to collect in the bristles but that a good soaking in oil takes out this dust. If not treated in this manner both the brush and the paint is blamed.

"In making my calls I hear some merchants say 'what is the cheapest brush you have?' I answer them that a stove pipe brush is the cheapest and this brush costs the manufacturer more than he gets for it. It is impossible to make a brush to sell at five cents today, and the merchant can in most cases sell a 1½in. or 2in. brush of good quality just as easily and make a larger profit. He can do this by pointing out to customers the economy of buying a good brush which can be preserved for other use than purchasing a cheap one which will soon be unfit for use. Even a brush which has been used with japan can be cleaned in the manner formerly outlined."

Whitewash Brushes

Referring to whitewash brushes Mr. Billinghurst pointed out that any manufacturer who sells the retailer a whitewash brush to sell at 25 cents is losing money or the brush is of very poor quality. "Some time ago we could buy tampico at reasonable prices but since the Mexican revolution we have been buying in bales instead of carloads and it is hard to get first-class material. South Africa produces a fibre which is used for stable brooms, dandy brushes, etc. This used to be set in pitch but today is fastened with wire staples to eliminate troubles due to pitch melting when exposed to the sun."

There was said to be a large and increasing use for floor brooms, these being more popular than the corn brooms due to the increasing use of hardwood for flooring. Mr. Billinghurst pointed out that it was easy to sell a floor broom by appealing to the prospect's pride in the home. Large quantities of floor brooms were being sold to-day at as much as $84 per doz.

"Too few hardwaremen expose brushes and brooms sufficiently," continued Mr. Billinghurst, who confirmed the importance of display by stating that many of his best customers to-day were formerly very small but developed due to carrying out effective display. The best way to sell brushes to-day was said to be by putting on a plain price ticket and showing the goods.

Preventing Moths

Asked as to the prevention of moths in brush stock, Mr. Billinghurst pointed out that the brush combers use a whiting to make the bristles slip through the combs easily. The brushes appear dusty from this whiting and the thing to do is to take benzine (not gasoline because of the odor) and dip the tip of the brushes into the benzine in a pan. This destroys the moth egg. Half an inch of benzine is enough in the pan and after dipping the brushes should not be shaken out. It was stated that if the brushes are kept in their original paper wrappings they are unlikely to be affected by moths or if they are kept unwrapped in the light they are not likely to be touched.

Asked regarding the effect of certain chemicals upon brushes, Mr. Billinghurst stated that certain paint removers were hard on brushes, particularly those set in cement but that rubber set brushes suffered little from this cause. Some chemicals in paint removers and certain mineral paints were hard on bristles, in many cases a brush has been considerably eaten away with such minerals.

CULTIVATING SMALL BUYERS OF PAINT

(Continued from page 54)

nified to make a house-to-house distribution of these helps once in a while.

And the dealer who has arrived, or wants to, will not be slow in making his store display attractive. He will have his shelves filled. He will have them neatly arranged, every can in line, and he will use signs, counter cut-outs, hangers, samples of painted articles, etc. In other words, he will make his paint department or store look like paint.

His windows will be changed frequently. They will be kept alive. He will show old pieces of furniture partly painted, not forgetting that contrast is one of the mightiest of all sales arguments. He will show locally-made pictures, those that show residences, stores, buildings, painted with the paint he sells.

And "lastly but not leastly"—as the colored clergyman said—he will know and he will know that his salesmen know what they are talking about.

Solomon must have been the original salesman when he said "Knowledge is power." One can never know too much about his goods. How they are made, of what they are made and for what they are used, are of paramount importance. And the right way to use each article—do not, by all means do not, forget that. Many a product has gotten a black eye because it was not used properly. I am almost convinced that it would pay every paint store and every store selling paints to have a practical, experienced paint man in charge. One who knows. Knowledge is a mighty valuable thing, and when the customer feels there is a certain store that supplies knowledge with a package of paint or a paint brush, that's the store that is going to sell the package or the brush.

The sales force will be toned up, the competitor will respect you more, and business will boom if, instead of a policy of "letting them come after it," the paint dealer will go after the customer.

GROUPS SEASONABLE GOODS

(Continued from page 37)

ness at other seasons of the year as well for it helps to educate the public to a realization that cut glass, chinaware, silverware, cutlery, electrical goods, etc., can be purchased at the hardware store. An idea which one merchant has worked out is to change ad daily, dealing with a certain electrical appliance and heading each one in suitable style such as "A gift from brother," "A gift from mother," "A gift from the girls," etc., applying to club, church, friends, office, employees, etc. Groups of friends will often decide on giving some one of the suggested lines if suitable.

In dressing a window for June bride gifts, there should be some sprigs of white flowers, a few yards of white satin ribbon, a white card and a number of polished electrical appliances. A more elaborate display would be to show a wax form dressed suitably holding in her hand a dozen white streamers, to the ends of which were attached various electrical gifts. Another dealer used two tiny dolls dressed as bride and groom and surrounded them with electrical gifts.

(Continued on page 60)

Get Out of the Rut!

IS your paint department stalled in the mire of Indifferent Demand and Slow Moving Stocks? Is your progress towards really worth while paint sales slow and uncertain despite constant effort on your part?

There's a way out of the Rut! The Sherwin-Williams Paint Agency will start you and start you right—on the straight road to paint selling success. Other dealers, dissatisfied with the showing of their paint departments, have investigated the S.W. proposition and found it the most direct path to increased paint sales and satisfied paint customers.

Slow Sales

S-W Agency Highway to Paint Selling Success

QUALITY Supreme, Consumer Advertising and all round selling co-operation furnish the irresistible motive power that keeps the S.W. Dealer's paint department running swift and smooth.

A postcard to us to-day will bring you all particulars of this attractive agency proposition by return mail.

"Save the surface and you save all"

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

Weekly Paint Markets

Montreal

MONTREAL, May 18.—Another advance of three cents per gallon in linseed oil quotations offers the chief attraction in the paint market this week. This product has been in a strong position during recent weeks, with flax seed prices also on an upward trend. Seed quotations have now reached a new high point, with every indication of a firm tone remaining in this market. Turpentine quotations are unchanged with the undertone of this product also reported as firm. Stocks in the South are comparatively low for this season, and much reduced from this period last year. Weather conditions are more favorable for the new crop, but demand has increased considerably in recent weeks, the European market being more active in the past week. The undertone of shellac at primary centres is a little easier owing to recent shipments from India, but locally the market is still said to be fairly firm. Average quotations are unchanged, with a range still existing among the various dealers. Business in paint manufacturing circles is described as seasonably active, the open weather in recent weeks stimulating the movement of these products considerably. The paint market is fairly firm owing to the steady tone in raw materials.

FURTHER INCREASE IN LINSEED OIL QUOTATIONS

Montreal.

Linseed oil quotations are again increased three cents on the local market, bringing the present price of $1.08 for raw material in one barrel lots. The market has continued strong all week with demand now said to be seasonably satisfactory. Flax seed also remains in a steady position, with an upward tendency to prices both locally and in outside markets. A new high price on seed was reached this week, and from reports there is said to be every indication of a firm tone remaining in the market. Demand generally has increased to proportions usual in the active season, with little change from earlier estimates on seed supplies, and with this situation continuing during the next two months, there would seem to be every likelihood of a steady to firm linseed oil market unless some unforeseen development arises. Prevailing quotations are as follows:

LINSEED OIL—	Raw.	Boiled.
8 to 5 barrel lots, per gal.....	1 06	1 08
1 to 2 barrel lots, per gal....	1 08	1 10

Less barrels, add 10 cents per gallon.

INCREASED DEMAND ASSISTS TURPENTINE MARKET

Montreal.

There is no change in local turpentine quotations from last week, the current price still being $1.22 in most quarters. A quotation two cents lower is given with the statement that a revision upward is altogether within the next few days when present stocks are depleted. The movement in turpentine is now seasonably active with the undertone described as fairly firm. Notwithstanding more favorable weather in the South, stocks are reported as comparatively low for this season, and much reduced from this period last year. European demand is a little more active, this market no doubt greatly assisting in maintaining the present strong tendency. Following are unchanged local quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 22
2 to 4 barrel lots, per gal.	1 21
Broken lots	1 32

PRIMARY SHELLAC MARKETS REPORT EASIER TONE

Montreal.

With current quotations on shellac remaining practically unchanged, the recent strength in the undertone of the market, due to unsettled conditions in India, has eased up a little, and some relief has been found in the recent arrival of shipments from this source. The market locally, however, according to dealers, is by no means easy, and when present stocks are depleted, there is a possibility of firmer prices in some quarters. The movement of this product is again more active, and while a slight improvement is noted in primary markets, this betterment is not sufficiently important to effect the local situation up to the present. Average local quotations are as follows:

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White ,in 5 gal. jugs	5 10
Do., in one gal. jugs.	5 40

ACTIVE MOVEMENT NOTED IN INSECTICIDES

Montreal.

Recent weeks have brought an active demand for insecticides, especially for those used for earlier spraying purposes. The appearance of leaf buds, and blossoms in some sections, has called for arsenate of lead, lime sulphur, arsenate of lime, etc. Although a little early for the extensive use of Paris Green on plants and shrubs, there is also a good quantity of this product now selling. Quotations on all lines remain unchanged at revision earlier in the year.

PAINT PRODUCTS ARE IN ACTIVE SEASONAL DEMAND

Montreal.

General activity is reported in paint manufacturing circles, the weather in the past few weeks being ideal for painting purposes. "Generally satisfactory," and "working to capacity" are expressions given by manufacturers in describing present business. Mail and other rush orders are forming a good part of the present trade, such as was the case during the active period last year. The undertone of paint and white lead is fairly firm owing to both lead and oil being on a strong market, and raw materials in the manufacture of other lines are all said to be on a steady basis at the present time. There is still a certain amount of unsettlement of white lead in oil, but present activity is said to be offsetting any great effect this might have on the market for this product.

Toronto

TORONTO, May 18—The advance of five cents per gallon in local quotations on linseed oil provides the feature attraction in the current paint markets. This development, however, merely reflects the upward swing sonal increase in the movement of oil. sonal increase in the movement of oil. Turpentine prices continue at the higher level recorded last week, the undertone in this product showing no signs of immediate weakening, either on the domestic or primary centres. Locally, turpentine is still very scarce, and distributors have been unable to secure additional large shipments which would tend to offset this condition in the face of a restricted southern output with increasing demands. Until fresh receipts are on a larger scale, it is intimated that the present strength will likely hold. The movement of paints and varnishes is described as improving week by week, with added stimulus being given to this seasonal activity by the general adoption of the Clean Up, and Paint Up slogan in various districts. Although the season is yet early, an active trade is reported in distributing circles for insecticides, especially those required for earlier purposes.

UPWARD PRICE SWING CONTINUES IN LINSEED

Toronto

An advance of five cents per gallon is announced in the local prices on linseed oil, this change being a reflection

(Continued on page 60)

"Save the surface and you save all" *Paint & Varnish*

The Seven

Registered **Floglaze** "The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered **Floglaze** "The Finish that Endures"

Auto Finishes

(The can with the Brown and Red Label)

Are you ready for the Summer demand for Auto Finishes?

Many automobile owners do not intend purchasing new cars this year. Therefore, the demand for high grade automobile finishes will be greater than ever this coming season.

FLOGLAZE AUTO FINISHES are specially adapted to the amateur finisher's use. Seven popular shades, easily applied, giving nice flowing qualities, and drying with a durable, glossy lustre not usually obtained by the average automobile finishes. Can also be used on motor trucks, bodies, hoods and fenders.

Let FLOGLAZE AUTO FINISHES help increase the profits of your paint department.

Our dealers' booklet "A Guide to Larger Profits" describes FLOGLAZE AUTO FINISHES fully. Write for this book.

Floglaze M L FINISHES THAT ENDURE QUALITY

"Make 1922 Your Greatest Paint and Varnish Year"

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors :
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta :
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia :
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

If interested tear out this page and place with letters to be answered

TORONTO MARKETS

(Continued from page 58)

of the firmer trend recently apparent in linseed markets. The present strong position of oil is attributed to the increased current demand coupled with the fact that flax seed prices are still on an upward trend. Altogether therefore, the linseed oil market is described as strong, with the movement at present being of a more satisfactory volume. Under the prevailing influence of the flax seed markets, indications point towards the present firm tone in oil being maintained. This upward swing in linseed quotations is primarily in sympathy with the advances in seed prices, supported by brighter seasonal trade relations. Following are the revised levels:

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 15	1 18
3 to 4 barrel lots	1 14	1 71
6 to 9 barrel lots	1 12	1 15

Less barrels, add 15 cents per gallon.

FIRM UNDERTONE STILL NOTED IN TURPENTINE

Toronto.

While local turpentine prices remain at the revision recorded last week, the firmer trend in these markets is generally continuing with present indications showing no signs of weakening. On practically all centres, turpentine is now reported as seasonably active, with the European market greatly assisting in developing the present firm undertone owing to heavier demands. Recent advices from the southern producing points are to the effect that considerable export business in this product is now apparent, and this element, coupled with the fact that the fresh receipts are very limited in quantity, contributing toward the evident scarcity. Local stocks are described by distributors as exceptionally low, and these conditions culminate in the prevailing situation, which it is stated, can hardly be relieved until new arrivals appear and a more extensive scale at both primary and local centres. Current prices follow:

TURPENTINE—	Imp. gal.
1 barrel lots	1 35
2 to 4 barrel lots	1 34
5 gallon lots	1 50

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

WHITE LEAD REFLECTS PRIMARY METAL TREND

Toronto

While no price developments have been announced on either dry lead or white lead in oil, the firmer tendency in the primary metal has undoubtedly stiffened the prevailing quotations on these lines. It is noted that dry lead prices are slightly advanced on southern markets, but domestic centres have not reflected this trend, other than in the general firmness previously noted. White lead in oil has experienced an improved demand during recent weeks, and with brisk activity in the paint industry, a seasonal demand is looked for throughout the summer months.

In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 55

GROUPS SEASONABLE GOODS

(Continued from page 56)

Still other displays have centered about a wedding bell, bridal bouquet or "hope chest." In the store interior it is well to have such gift suggestions arranged together and decorated with white flowers. Plan to have the store known as the "gift shop" during the season for buying of presents, have the stock well polished, grouped and plainly price-marked with a wide range of selection. One store made a fortune by following this plan.

Hamilton Markets

HAMILTON, May 18.—The stronger tone in the steel industry, and firmer prices in other outside markets are now reflected locally when practically all lines of bar iron and steel are advanced in price.

Higher prices on these products at this time are not surprising as the stronger tendency in the market has been apparent for some weeks past and there is still a firm tone evident. Local producers and distributors state that the general better feeling continues in an encouraging way, and while steel consumption had only shown a moderate improvement up to the present, there is reason to believe that a gradual betterment in this direction will be in evidence during the ensuing months. Most recent reports from southern producing centres are to the effect that the industry is on a generally advanced scale of prices, with certain progress made in overcoming the coal strike. This factor is still discussed by local dealers, and while the outlook is a little brighter for the immediate future, if prolonged it may have a very direct bearing on the situation in the future.

Producer's Firm Position

The price of $5.60 base on galvanized sheets has now become generally adopted, due to the increased demand and tardy shipments of new supplies. This reflects the trend of the steel market, as referred to in the recent weeks, and also indicates the present firm position of producers, which is directly opposite to governing conditions some three or four months ago.

In southern quarters the steel market presents an appearance of great strength, with some anxious consumers importuning mills to accept orders, while the mills are accepting orders cautiously. A few of the independents have announced advanced prices.

The change in the steel market is due to psychological rather than physical influences. Buyers are alarmed, rather than short of steel. Fear that there will be a shortage of steel owing to the coal strike does not seem reasonable, for the iron and steel industry is fairly well stocked, and if there were a general and serious shortage of coal, this would interfere with the consumption of steel.

Pittsburg Markets

PITTSBURG, May 18.—On account of the possible effect of the coal strike upon the steel industry, the April report of the American Iron and Steel Institute, giving the output of steel ingots by the 30 companies that make monthly returns, was awaited with unusual interest. From the report it may now be computed that in April the production by the whole industry was at the rate of about 35,500,000 gross tons of ingots a year. March showed an average rate of 32,500,000 tons, the rate probably being about 30,000,000 tons at the beginning and 35,000,000 tons at the end of the month.

Thus, on the whole, production has increased since the coal strike began, even though the previous rate was a very high one, considering the general industrial and commercial situation, and that production in 1921 was only about 19,500,000 tons.

In the last analysis, however, the low production in 1921 is probably the best explanation of the high rate now. Buyers were liquidating stocks in 1921, while of late they have been replenishing stocks. It is hardly to be supposed that they are accumulating abnormally high or speculative stocks, but merely replenishing stocks, or bringing them up to normal working level. Even this would require quite a lot of steel. Production of steel decreased a trifle in certain districts in April, this being made up, with a margin to spare, by heavier production elsewhere.

The probability is that the rate has run between 36,000,000 and 37,000,000 tons a year right along since April 1. The present prospect is that production will increase somewhat in the next few weeks, although it usually falls off somewhat in July and August. Whether this year will furnish an exception remains to be seen.

Making Steel.—It is not easy for some of the companies to make steel just now, for with some of the usual sources of supply shut off by the strike, coal has to be moved unusual distances in some cases, and stocks are being drawn upon freely.

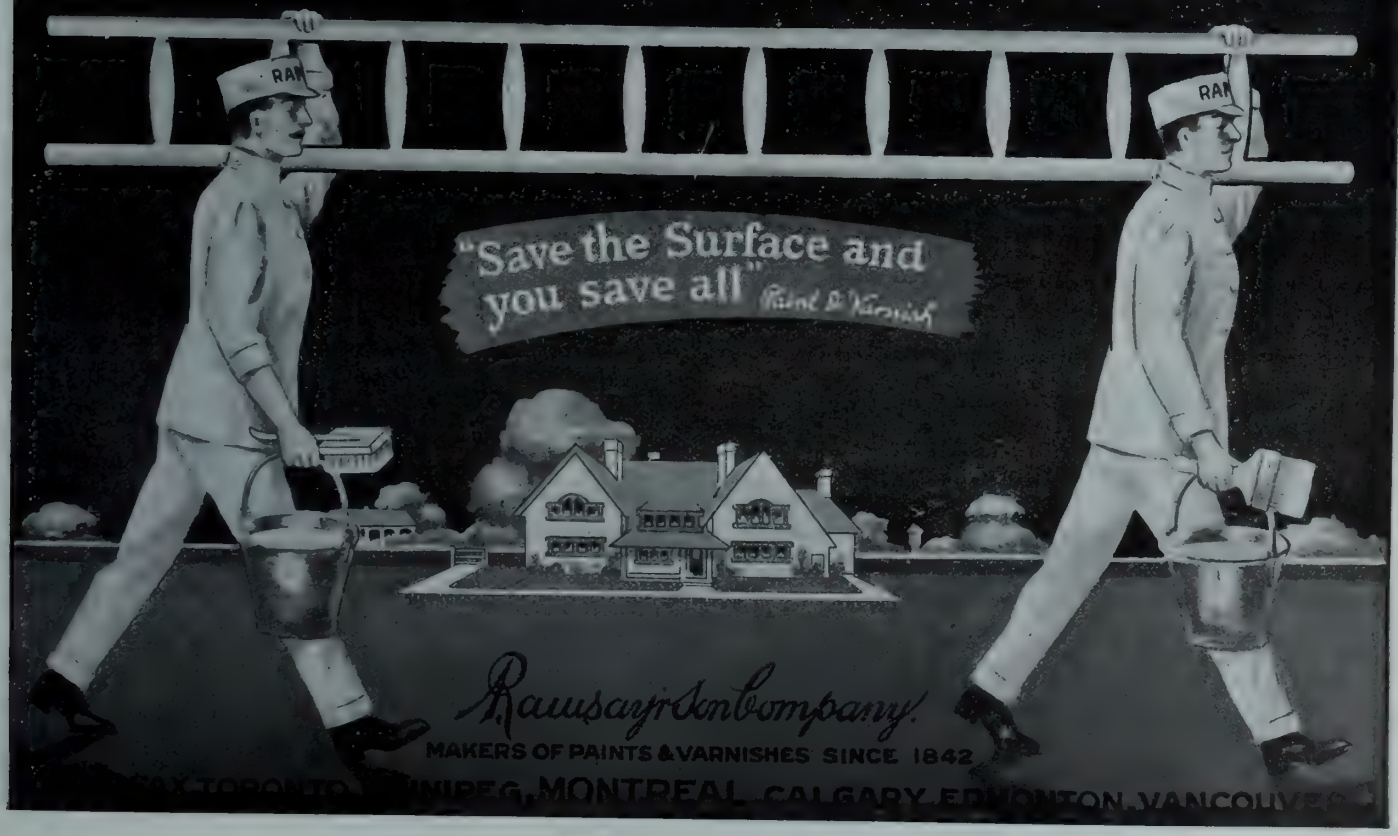
RAMSAY'S PAINTS
"THE RIGHT PAINT TO PAINT RIGHT"

A MOST satisfactory finish for either interior or exterior use, giving the surface to be finished a beautiful sheen and protecting it from decay.

It is durable, sanitary, easy to apply, and besides having splendid covering qualities it is a very economical paint to use.

Write for color cards and full particulars on our agency proposition.

For Beautiful Healthful Homes



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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12 each	$0 50
12 or less than 50, each	0 45
50 or less than 125 each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 each, each	37½

F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel,	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter., 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52½ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto

BRASS

	Base
Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag., f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.
Car load lots—Toronto.

Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing, lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6, 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

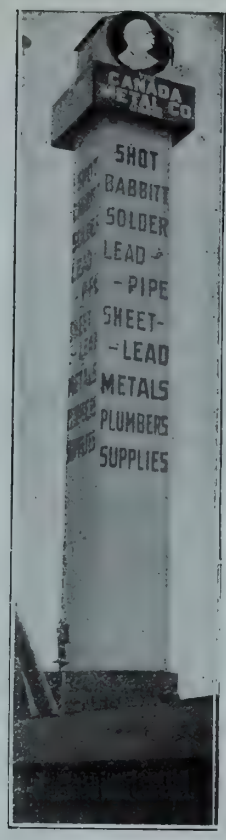
CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

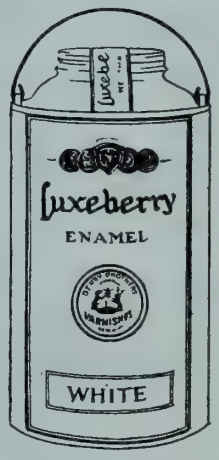
Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.
TORONTO MONTREAL WINNIPEG VANCOUVER

The Luxeberry Painter Says-



"You can take it from me—and I know because I've tried 'em all—there's not another enamel made, that gives such a beautiful, lasting finish as

The New Luxeberry Enamel

"THE FINISH IMMACULATE"

Luxeberry Enamel comes in White and six tints. It sells well because it gives satisfaction and painters recommend it.

Manufactured by the Makers of Liquid Granite, the World's most durable Floor Varnish.

WALKERVILLE **BERRY BROTHERS** ONTARIO
VARNISHES
ENAMELS — STAINS
BRANCHES: TORONTO, WINNIPEG, MONCTON, MONTREAL

If interested tear out this page and place with letters to be answered.

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11 16 ...	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.
Rachet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid		10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 75
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, double-trees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz......	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz......	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—
Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100 ft. 15 50
Do., ¾ in., 100 ft........ 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. ..21 per lb.
48 x 96 ....21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts polished, per set $1 70
Potts, nickel plated, per set 1 75
Potts handles, japd., grs.,... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES. HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless. 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto. Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold blast genuine ruby.. 5 40 doz.
F.o.b. factory.

LATCHES— ... . . . Per doz.
Steel Thumb No. 2.......... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List Ea.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive.. 57 00
Do., do. electric 116 50
Rotary water motor washer 29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen............ 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small.... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
No. 10 ... . 2 30
Crank wringing 7 85
Smarts' 4 00
No. 11 Janitor 4 76
F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... . Net
Thousand Island .... Net
Red Wing ... . Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10 1920.
Advance over base on common wire nails in kegs.

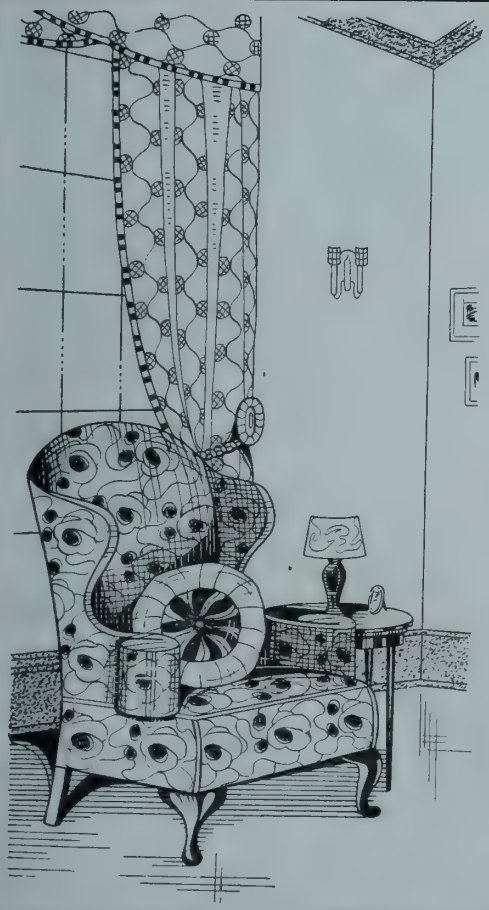
1 inch	$1 50	3 inch ..	0 20
1⅛inch	1 40	3¼inch ..	0 15
1¼inch	1 15	3½inch ..	0 10
1½inch	0 80	4 inch ..	0 05
1¾inch	0 75	4½inch ..	0 05
2 inch	0 60	5 inch ..	base
2¼inch	0 55	5½inch ..	base
2½inch	0 30	6 inch .	base
2¾inch	030		

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*



Simply Mix With Water

There is no trouble—no difficult blending with Alabastine. Just mix the powder with hot or cold water and apply with a flat brush. One coat is sufficient to give a rich, soft tint. It dries quickly, leaves no brush marks and will not rub off.

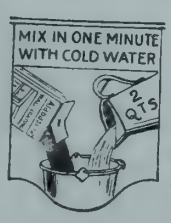
Mix In Hot or Cold Water

Alabastine

Avoid imitations. There is only one Alabastine.

Each year Alabastine is used more and more. This year, 1922, is bigger than ever, partly because of our big advertising campaign and partly because of the new Opaline Effects that our salesman will tell you about.

Ask the Alabastine Salesman about color cards, window trims and other sales helps so you can get your share of 1922 business.



Retail Prices 2½ lb. package 40c
5 " " 75c

The Alabastine Co., Paris, Ltd.
PARIS, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.O.B. Montreal, $3.65 base.

Freight equalized on above points.

Sydney and St. John, $3.80 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b., Montreal, $4.35 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
14 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire

12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 50
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch... 20 00

¾ inch mesh and 20 ga. wire

24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.

24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 .. .. 0 67
2060 .. .. 0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25

Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 30

F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. .. ..$ 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 34

Above prices net. Gallon.

Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Parafine 0.20.0

List, less 15 per cent.

Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25

List, less 25 per cent.

Gargoyle Mobiloil E & Artic 1 45
Gargoyle Mobiloil, B 1 70
Gargoyle Mobiloil, BB 1 70
Gargoyle Mobiloil, A 1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net 0.10.40
Do., tank wagons, net...0.09.40
Do., tank cars, net 0.08.40

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly **report.**

PACKING Per lb.

Fine jute .. ..$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch .	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1		
Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred		
No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white .		5 50
Do., gray		4 50
Straw sheathing, heavy dry .		3 15
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe and dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		7 70
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

	Montreal	Toronto
Clay		
5 to 6 lbs. doz. ..	$7 25	$7 80
6 to 7 lbs., doz. ..	8 00	8 50
Rock—		
7 to 8 lbs., doz. ..	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in. 40%
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 75
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 50	5 30
Ordinary, 52 sheets ..	$5 40	$5 25

PLATES, COKE TIN

20x28x100 lb. basis, box..$13 50
20x28IC, 112s, box 14 00
20x28 IX, 112s, box 16 00
20x28 IXX, 56s box 9 25
20 x 28 IXXX 56s bx..... 10 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp.) 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net

4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch .. 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—

No. 58, Japanned ......$ 4 35
No. 158, galvanized 4 45
No. 59, Japanned 4 45
No. 159, galvanized 4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0......$6 85 No. 4....$12 75
No. 1...... 7 50 No. 5.... 15 25
No. 2...... 8 75 No. 6.... 18 00
No. 3......10 75

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING Toronto

Samson, 1 ply, roll ......$ 2 05
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 90

	Montreal.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles (4 Shingles in One, sq...		6 00
Everlastic (red or green, mineral surface, sq. 36" wide..		2 85
Do., 18" wide		3 30

F. o. b. Montreal

Everlastic Liquid Roofing cement—		
Per gal., in bbls. ..	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 50	10 50
Coal tar (crude)	9 00	9 21

Reed's Plastic Asphalt Cement

per lb.
400 lb. bbls. 0 04
125 lb. drums 0 05

Above prices net. per doz.

10 lb. cans 12 00
5 lb. cans 6 60
1 lb. cans 2 50

Less 25 per cent.

ROPE

Pure Manila basis 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marine, tarred 0 57
Halyards 50
Beaver Halyards, wht. pol. ¾ in. basis 0 85
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in. 0 43
Do., 5-32 in. 0 42
Do., 3-16 in. 0 39
Do., ¼ in. and up ..0 39 0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion ....List, less 10%

4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1. 1908.

Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, O. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass 75/5%
Wood, F. H. bronze 72½/5%
Wood, O. H., bronze 70/5%
Wood, R. H., bronze 70/5%
Square cap .. ..55 %
Hexagon cap ....55 %
Set Screws ....60 %

SCREWS No. 14 IRON BENCH

1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

QUALITY OWL PRODUCTS

OWL ROOFING
REGISTERED TRADE MARK

Business is Booming

Just as we expected—Owl quality products are tremendously popular. Repeat orders are flowing in and not one complaint as yet recorded by customer or dealer. Owl quality products are dependable because the factory behind the product is modernly equipped and supervised by experts in this particular line of manufacture. If you have not ordered Owl quality products—do so now when big business is easy to get.

—The Quality and Value in Owl Roofing is Unsurpassed

Our Quality Roofings are waterproof and weatherproof. They are fire-resistant because no oils whatsoever are used to "thin out." The Asphalt Owl Roofing is made to suit Canadian climatic conditions and does not deteriorate in service. They give maximum service at minimum cost. Feature Owl quality products and you will be well repaid through increased business and assured satisfaction.

Write to-day for Samples and Prices

W. WALKER & SON, LIMITED

10-16 Alcorn Ave. TORONTO

Owl Roofing made in 1, 2, 3, 4, 5 ply. 108 sq. ft. to each roll. 32 in. wide. The fastest selling roofing on the market to-day.

—Owl Brand Asphalt Slates

Red or Green, size 9″x12¾″. Make an artistic, permanent, fadeless, weathertight, fire-resisting roof. **"They will not curl or crack."**

—Owl Brand "4 in 1"

Particularly economical — they require but one-quarter of the labor and only five nails to every eight used in laying individual slates. **"They will not curl or crack."** Surfaced in natural colors—red or green. No painting or staining required.

—Owl Brand Slate Surfaced Roofing

Slate surfaced in rolls 32x18″ wide. 108 sq. ft., 85-ft. roll. Nails, cement and instructions with each roll.

Samples on Request

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Black
See Montreal and Toronto report

SHEETS, Corrugated
See weekly report.

SHEETS, Galvanized
See Weekly Reports.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 85 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl... 4 95
103—50 ft. Reliable Jr., Stl. 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel . 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin....... 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket 9 20
175—5 ft. Linen Pocket 6 35
165— 5 ft. Cotton Pocket .. 1 55
F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above, per doz. 2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1..... 5 00
Newhouse, No. 1 .. .. 7 50
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.......$0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	8 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed wire $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.
Stovepipe Wire
No. 18 .. ..$ 8 50
No. 19 .. .. 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

The Building Season is Here

——Are You Ready?

New, clean stocks of guaranteed brands are easily sold. We are at your service with large assorted stocks.

ROOFINGS	PAPERS & SHEATHING	FELTS
"Induroid" Extra Heavy	"Triumph" Tarred and Plain	"Comfort" Brand
"Comfort"	"Cyclone" Tarred and Plain	"Wool Felt"
"Winner"	"Sunrise" Tarred and Plain	"Carpet Felt"
"Kling-On"	"Western King" Blue Waterproof	"Red Burlap Felt"
"Sterling:" Slate Surface Red and Green	"Monarch" Waterproof Sheathing	"Green Burlap Felt"
	"Red Rosin" Sheathing	"Tarred Felts"
"Sterling:" Asphalt Shingles Red and Green	"Blue Plaster Board" Sheathing	"Asphalt Felts"
	"Asbestos Papers," etc., etc.	

"Protex" and "Supercote" Plastic and Semi-Plastic Asbestos Roof Coatings, Roofing Cements, Wall Boards, etc., etc.

Write for Catalogue and Prices

D. J. LADD and Company

Winnipeg - Manitoba

THE NEVER-FAIL POTATO SPRAYER

Now is the time to order. The latest and best sprayer. No springs to wear out. No packing to leak. The Pump works easily. Fine or coarse spray.

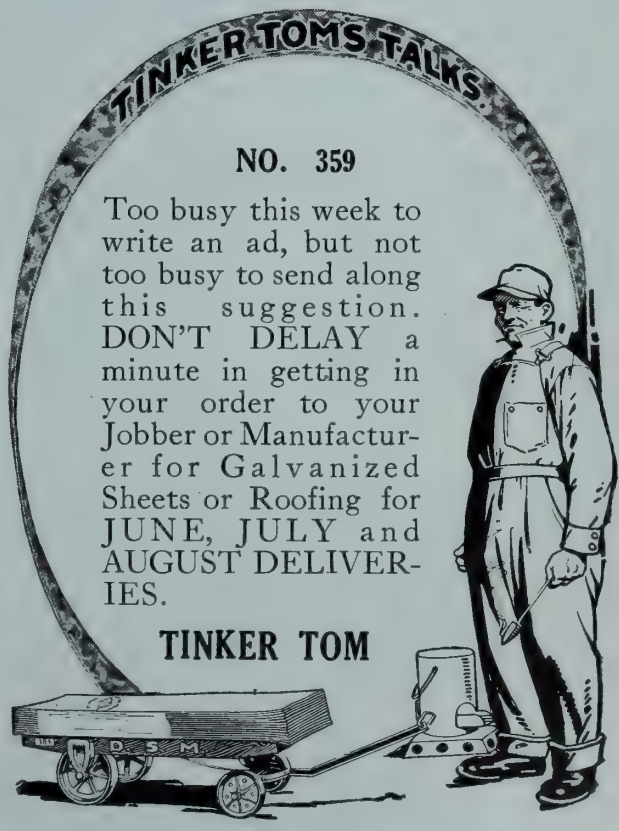
Three gallon capacity. Simple but effective for spraying all solutions.

A good profit for the dealer.

SEND FOR PRICES

Collins Never-Fail PRODUCTS, LTD.

Hamilton, Ont.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. bbls. .. 0 07 0 07
Less quantities . 0 10 0 10

COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1 .... 06-09½
Do., less quantities .. 11-15
Raw and Burnt Sienna 100 lb. kegs, lb. 06-09½
Do., less quantities .. 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P. 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg .. 15-20
Do., No. 1, 100-lb. keg .. -08
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright 06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs ..-05
White ochre, 100-lb. keg .... -06
Do., barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls.....05-08
Spruce ochre, 100-lb. keg.. 05-08
Can. red oxide, bbls. 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.O.B. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall Muronic .. .. ..$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Allbagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags.. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS.—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure .	.....	.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid. No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s, per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white 3 95
C. P., Co., pure colors 3 60
C.P. floor paint 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white 3 45
B.-H. Fresconette colors 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond, floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white... 3 75
Do., colors 3 60
Re. Newitt, porch and floor. 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3 75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall. white 3 45
I. V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White..... 3 95
Do., H. S. Colors 3 60
Do., H. S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white ... 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colrs.. 3 60
O.P.W. Canada Brand, floor. 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tone, colrs ... 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint.. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors, ... 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white 3 95
Sherwin-Williams, colors 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white .. 3 40
Pearcy's Prepared, floor .. 3 90
A. & E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 37
1-lb. paper cartons, per lb. 0 35
½-lb. tins, per lb. 0 39
1-lb. tins, per lb. 0 37
25-lb. tins, per lb. 0 33
50 and 100-lb. drums, per lb., ... 0 31
250-lb. kegs, per lb. 0 29½
600-lb. barrels, per lb. 0 29
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25

SHELLAC Pure Pure

Per gal.	White	Orange
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard oil 2 76
B. H. Gold Metal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 .. .. .. 4 89
Do., No. 2 .. .. 4 48
Do., Floor 4 00
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O. P. W. Jasperite Pale Hard Oil 2 50
P. & L., No. 61 ..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor 4 85
Luxeberry Light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720 ..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior 4 40

Copalite—
Adelite, No. 103, Floor .. 3 90
Adelite, No. 105, Flat .. 3 90
Adelite, No. 100, Spar 5 70
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. .. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg. 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

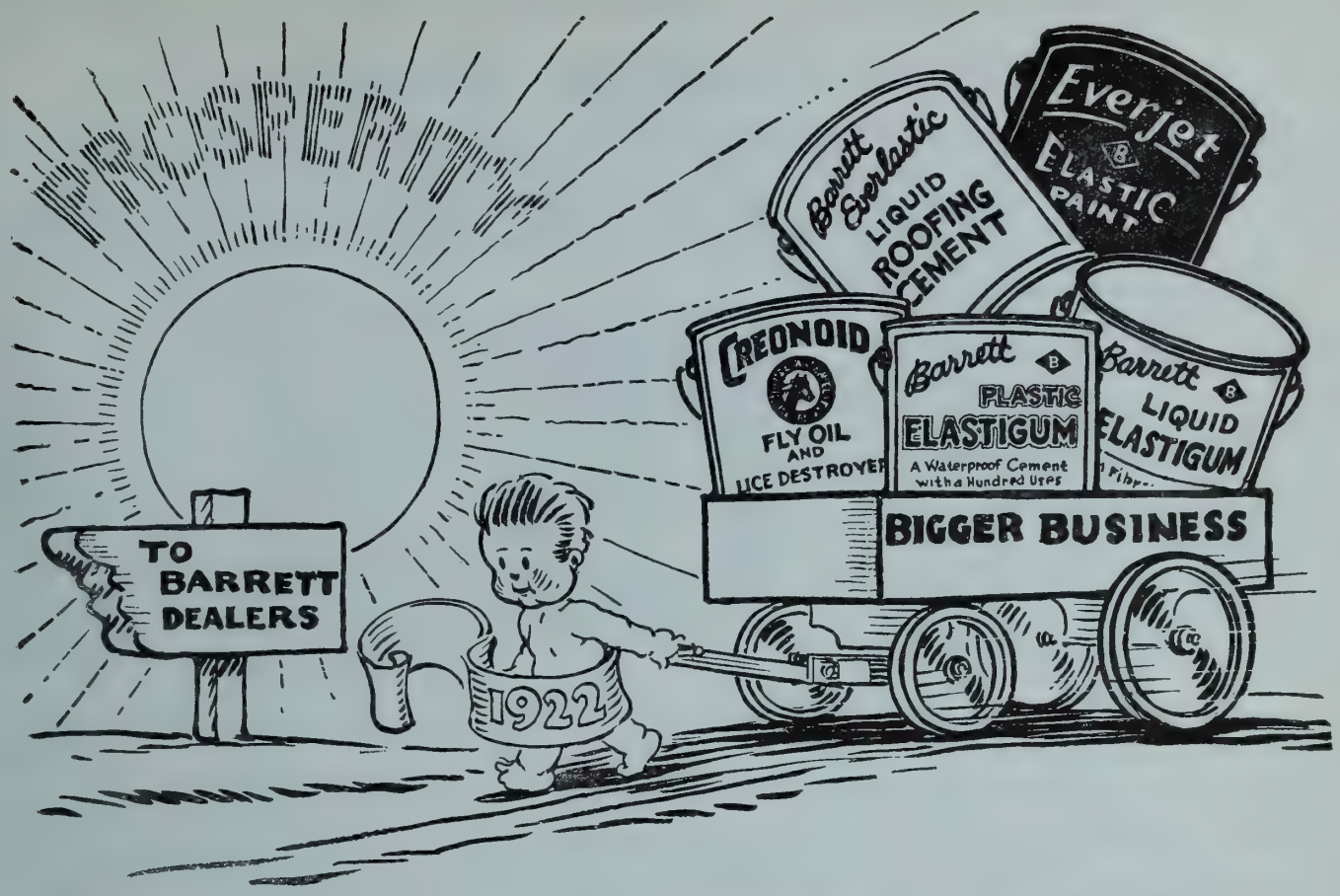
Water Paints (per 110 lbs.)
5 lb. pkgs. White. Colors
Frescota ... .$ 8 50 $9 50
Decotint 7 50 8 00
Perfecto 8 50 9 50
Solpar 8 80 9 90
C. D. Wall Coating, white 8 75
Do., colors 9 25
Alabastine 300 lb. bbl. 7 00 7 50
Hygienic Kalsomine per 100 lbs.
300 lb. bbls. .....$ 7 00 $8 00
100 lb. kegs 8 00 9 00
Cases of 25 pkts. .. 10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B. H. Wax .. ..$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 60
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls..... 3 25

WOOD ALCOHOL Per gal.
In five gallons .. ..$ 1 75
Methylated Spirits 1 75



Now is the time to stock up with these easy-moving Barrett Specialties!

DON'T let these business-building products pass you by. Place your order *now* and begin at once to gather in the profits. If you haven't our latest Price List, a copy will be mailed on request.

These famous Barrett products are known all over the Dominion for their high quality and great economy. For years they have been the fastest selling specialties on the market.

This year we are continuing our aggressive advertising in leading farm publications and newspapers. The demand is bigger than ever.

These products will make money and build business for you, because they will save time and money for your customers. You can sell them with absolute confidence. They're made by Canada's oldest and largest manufacturer of roofings and industrial specialties.

For Roof Repairs

Plastic Elastigum Patching Cement. Has no equal for patching holes in all kinds of roofs, repairing leaky flashings, gutters, etc. Known as "The Plastic Cement of a Thousand Uses." Invaluable for general repair and waterproofing work. Sticks fast to either wet or dry surface. Easy to apply. Comes ready for use.

Liquid Elastigum. For coating all kinds of roofs. Gives new life to prepared and "rubber" roofings; protects metal roofing from rust and corrosion. A big money saver. An occasional coating adds years of service. Comes all ready to apply.

Everlastic Liquid Roofing Cement. Makes old prepared and "rubber" roofing almost as good as new. Seals up the small holes and gives a long-wearing new surface. Everlastic Roofing Cement has about the consistency of thick molasses—it is *not* a roof paint. Comes all ready for use. Dries quickly into a smooth jet black surface.

Protective Paint

Everjet Elastic Carbon Paint. A high quality, inexpensive protective paint for all exposed metal and wood surfaces. Just the thing for farm implements. Waterproof, acid-proof, weatherproof. Wears stubbornly under all conditions.

Fly-Oil and Cow Spray

Creonoid. An effective, economical fly-oil, lice-destroyer and cow spray. A big favorite with Canadian farmers and dairymen because it is safe and easy to use, and gives unfailing results.

WINNIPEG VANCOUVER HALIFAX, N. S. The Barrett Company LIMITED MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit $15 50 $19 00
Double Bit 24 00
Broad Axes 60 00

AXES, Bench

Single Bit 10 80 13 00
Double Bit 17 00
Broad Axes 56 00
No. 5 .. .. 27 70
No. 6 .. .. 30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.
2½ x 2½ in. 0 36
3 x 3 in. 0 37
3½ x 3½ 0 38
4 x 4 in. 0 50
4½ x 4½ 0 75
5 x 5 in. 1 30
Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8. $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben 3 50
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 8 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 25%
Do.. wire 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each
Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.............$17 00
No. 1, 1¼ lbs. 16 00
No. 1½, 1 lb. 15 75
No. 2, 13 oz. 15 60
No. 22, 1¼ lbs. 13 25
No. 21, 1 lb. 12 70
Bell Face
No. 61, 1¼ lbs. 16 00
No. 61½, 1 lb. 15 75
No. 62, 13 oz. 15 60
No. 65, 1¼ lbs. 13 25
No. 64, 1 lb. 12 70

HAMMERS, MACHINISTS'

No. 1 .... 10 20
No. 1½ 11 70
No. 2 .... 13 50
N. 2¼ 15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in.. $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in.. $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply 9.50
⅝ in. x 3 ply 11.00
¾ in. x 3 ply 13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 7 90
28 Am. or 26 Eng. 7 50
26 Am. or 26 Eng. 7 20
24 .... 7 05
22 .... 7 05
18 and 20 .... 6 90
16 .... 6 00

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's 17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft, per ft., 29½c; 36 to 40, 32c.

LANTERNS

Cold Blast
No. 2 Japanned 18 50
No. 2 plain 12 75
No. 2 Coppered 16 25
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL, Doz.

102 .. ..$ 1 85
103 .. .. 2 00
104 .. .. 2 30
Barn Door ....
5 ... . 3 85
8 .. .. 4 25
9 .. .. 6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

per gal.
Raw $1 20
Boiled 1 23

MACHINES—WASHING

Each
Dowswell .. ..$ 9 55
New Century 16 30
Canadian 10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .. ..$16 00
O-Cedar, No. 3 .. .. 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 35
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape well	New Peerless
No. 4	....	.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND ASHDOWN'S GUARANTEE

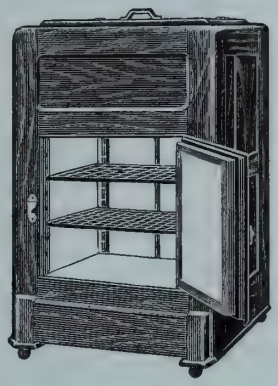
The Largest
Wholesale Hardware Dealers
in Canada

REFRIGERATORS

A Refrigerator For Every Purpose

Ashdown's are prepared to supply standard makes of refrigerators for every purpose, and in a wide variety of style and sizes, from the largest for commercial purposes in stores to the small, compact sizes for apartment houses.

These dependable lines are chosen with the usual Ashdown care in selection. They will be found conveniently arranged, well insulated, good ice-savers, and handsome in finish and appearance.



Refrigerators Backed by Ashdown's 52 Years' Experience

This seasonable item will shortly be in active demand. There isn't much time to spare if you are not well stocked now. This is one of a line of handsome, attractive refrigerators. Well displayed in your window, or on your floor, they will attract favorable attention at once. Their good selling points will arouse interest and convince your customers. They will close good sales for you.

Ice Picks and Shavers - Ice Cream Freezers

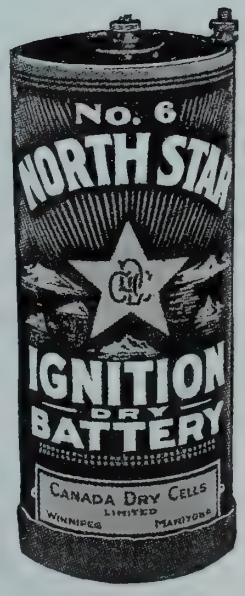
ASHDOWN'S 52 YEARS OF SERVICE BACKS YOU

J. H. ASHDOWN HARDWARE CO., LTD.
Calgary WINNIPEG Saskatoon

Guaranteed to Give Satisfaction

We guarantee full satisfaction to users of North Star dry cells and multiples, and any battery failing to live up to such standards will be replaced by us.

The added satisfaction your customers will get from North Star batteries you sell them will be reflected by the steady turnover and multiplied profits you get.



NORTH STAR MULTIPLES

are built for heavy duty ignition work. This is the season when you can sell them.

Ask your jobber.

Canada Dry Cells Limited
WINNIPEG, MAN.

NORTH STAR Dry Cells - Multiples

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$3 85
No. 158, gal. 5" wheel	4 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES— Doz.

Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg, No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

	—Dozen—	
Always Ready	Black,	N.P.
No. 1	$4 60	$5 00
o. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Regent	$69 00
New Era	76 50
Universal	49 50

Had you sold this brush 18 years ago

you would have profited by the satisfied customer boosting for your store. You, however, can start to-day selling Meakins Brushes.

N.B.—This brush has been used daily by Mason & Risch and has been used on over 20,000 pianos in that time.

Meakins & Sons
Limited
Hamilton, Ontario

Branches:

Winnipeg London Toronto Montreal Vancouver
Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Taylor Instrument Companies, Toronto, Ont.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Darrah Bros., Sutton, Que.
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Dominion Battery Co., Ltd., Toronto.

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Canada Metal Co., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto.
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The Dominion Belting Co., Ltd., Hamilton, Ont.
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Canada Metal Co., Ltd., Toronto.
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The Canada Metal Co., Limited, Toronto, Ont.
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Jas. Morrison Brass Mfg. Co., Toronto.
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Canada Cycle & Motor Co., Ltd., Weston, Ont.
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BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
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E. C. Atkins & Co., Hamilton, Ont.
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Progressive Mfg. Co., Torrington, Conn

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BRAKE LINING
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Geo. W. Reed & Co., Montreal, Que.

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Evans & Co., Ltd., Montreal, Que.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Maxwells, Ltd., St. Mary's, Ont.
Sheet Metal Products Co., of Canada, Ltd., The,

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W. Walker & Son, Ltd., Toronto.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.
Sheet Metal Products Co., of Canada, Ltd., The,

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

CORNICES
McFarlane Douglas Co., Limited, Ottawa, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont
N. Slater Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Gartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.
Sheet Metal Products Co., of Canada, Ltd., The,

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sandersor Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks. Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Harpeler, Ont.
Gurney Foundry Co., Ltd., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Bridgton, R. I.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal
Sanderson Pearcy & Co., Limited, Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co. Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont
Grant Chater, Ltd., Toronto.
Hurtubise, Limited, Montreal.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co.. Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y
Quality Tool Works, Ltd., Montreal.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lamarre & Co., Ltd., St. Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont
Sheet Metal Products Co., of Canada, Ltd., The,

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd.. Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville. Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton. Ont

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co.. Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
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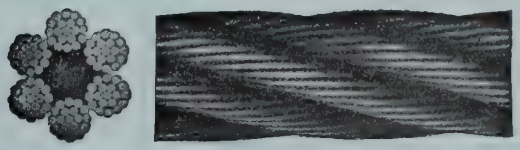

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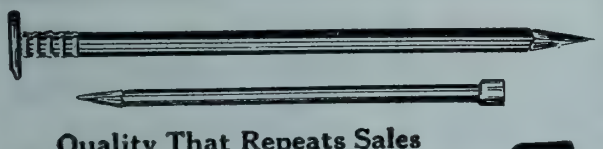

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Sanderson Pearcy & Co., Limited, Toronto, Ont
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W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

RIFLES
H. W. Cooey Arms Machine Co., Toronto.
Canada Wire & Iron Goods Co., Hamilton, Ont.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Dean Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, O

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J
T. T. Shurly Co., Ltd., St. Catharines, Ont.

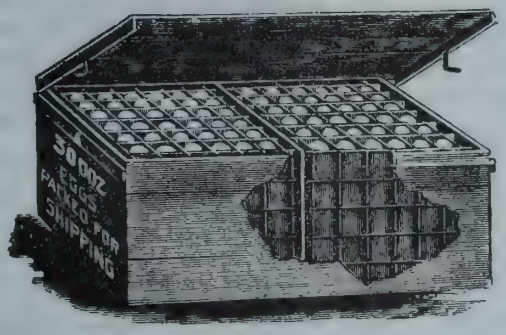
SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited. Toronto
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

Egg Shells are Porous



And unless the fillers are fresh and clean the eggs will invariably become tainted before they reach the market.

Fillers absorb the odors from eggs and fresh fillers should be used.

Recommend fresh fillers for each shipment—it will more than pay your customers.

THE MILLER BROS. CO., Limited
MONTREAL

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Bale Ties
are as Tough as Hickory, being made of Special Steel.

Our
Galvanized Nails
are Heavily Wet Coated.

Our
Box Nails
are made for automatic machine work. Every Nail Right.

Straight Rods
made on Automatic Machines, are perfect. Any length or size.

Wire Hoops
for Barrels or Kegs.

Particular People Can Get Service with

THE GRAHAM NAIL WORKS
Operated by
THE CANADA METAL CO., LTD.
Toronto

The Audit Bureau of Circulations has helped build a reputation for

Hardware and Metal.

It is reported that a few years ago half the money expended on advertising was wasted.
Six years ago space was bought by guesswork. Now it is bought with a definite knowledge of circulation—how many copies are printed, how they are distributed, how many paid for and how many given away.
The advertiser who does not protect himself by asking to see the A.B.C. reports of the publications he uses is reactionary and invites a return to the wasteful methods of former years.
Be on the safe side. HARDWARE AND METAL is a member of the A.B.C. Its advertisers are fully protected.

If interested tear out this page and place with letters to be answered

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Clemson Bros., Inc., Hamilton, Ont
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn
Thos. Ellin & Co., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England
B. Heinisch Sons Works, Newark, N.J.
Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
McFarlane Douglas Co., Limited, Ottawa, Ont.
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto.
Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDINGS, METAL
McFarlane Douglas Co., Limited, Ottawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SKYLIGHTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Canada Metal Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co. Ltd., Hamilton.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

STONE LADDER FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

TACKS
The Canada Tack & Nail Co., Ltd., Morrisburg Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAPS
Butterfield & Co., Inc., Rock Island, Que.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. B. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBE
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

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Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Canadian Veneering Co., Acton Vale, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
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J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
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Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
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H. S. Howland Sons & Co., Toronto.
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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
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Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.
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WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

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British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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British Empire Steel Corp., Ltd., Montreal.
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The Graham Nail Works, Toronto.
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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
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Imperial Steel & Wire Co., Ltd., Collingwood, Ont
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Bridgeport Hardware Co., Bridgeport, Conn.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

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Graham Nail Works, Toronto.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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The Warren Tool & Forge Co., Warren, Ohio.

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Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.
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WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

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If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED HARDWARE MAN CAPABLE OF taking charge of retail store. Apply stating salary and giving references to Box 625 Hardware & Metal.

SITUATIONS WANTED

WANTED BY CAPABLE HARDWARE MAN. Position as head clerk or manager in retail hardware store carrying stock from ten to fifteen thousand with option of purchasing stock in the future. First class references. Apply Box 910 Hardware and Metal.

YOUNG MARRIED MAN WITH EIGHTEEN years' hardware experience, for past ten years and at present holding a position as manager of large retail store, seeks a connection with a progressive firm where executive ability and trustworthiness will be appreciated. Can furnish any reference required and give satisfactory reasons for making change. Box 941, Hardware and Metal.

WANTED

WANTED BY MANUFACTURER, MANUFACturer's agents or hardware travellers calling on retail hardware, garages and accessory stores to sell line of tools on commission basis. Exclusive territory and very liberal commission given right man. State full particulars relative experience, age, lines already handling, how often territory covered and if by car or train. Box 419 Hardware and Metal.

WANTED BY THOROUGHLY RELIABLE party, hardware business in good live town or city that five thousand dollars cash will handle. Balance arranged. A1 reference. Replies strictly confidential. Apply Box 942, Hardware and Metal.

HARDWARE BUSINESS WANTED IN GOOD town. Must be well established, having good turnover. Give full particulars in first letter. Box 943 Hardware and Metal.

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HARDWARE BUSINESS IN ONE OF THE best Eastern towns. Good dairying section. Stock and fixtures about $11,000. Good reason for selling. Box 624, Hardware and Metal.

HARDWARE BUSINESS IN GOOD LIVE VILlage in Waterloo County. Stock 6500 to 7000. No Tinshop. On G.T.R. Terms Cash. Apply Box 945 Hardware and Metal.

HARDWARE BUSINESS IN ONE OF THE best farming sections in Western Ontario. Town of about 500. Stock about $6,000 with tinshop. Ill health reason for selling. Box 946 Hardware and Metal.

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Grand opportunity for successful enterprise and ready sale for output. Self-contained plant including Machine Shop, Foundry and Wood-working. Well equipped for manufacturing, light and medium weight machinery. Building for employees and about ninety acres of land. Rail and water connections. First class connections already made for sale of good line of Machinery and Tools, which plant is well equipped to turn out. A good supply of partially manufactured stock on hand. Further information will be supplied by application to Thomas Bell, Pugsley Bldg., Saint John N. B., or the Thompson Machinery Co., Limited, Grand Bay, Kings County, N.B.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Look through these you may find what you want

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

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HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

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Quality Tacks of All Kinds

Representatives:

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Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
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1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

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26 Woodlawn Ave. Chicago, Ill., U.S.A.

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RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

BATH ROOM FIT-TINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

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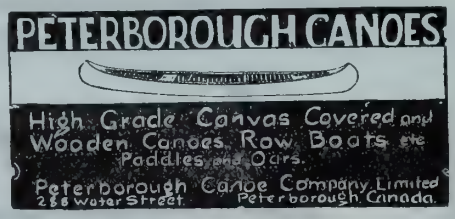

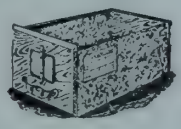

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LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

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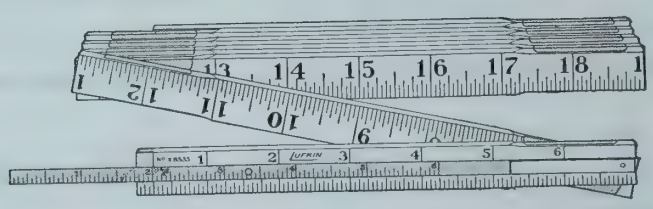
BEST RULE MADE FOR GENERAL MEASURING.

LUFKIN Boxwood Extension Rule
No. X.-8536-6 Ft.

More durable than ordinary spring-joint rules.
Longer than common boxwood rules.

Perfectly designed for taking inside measurements of door and window frames, boilers, etc., and such other measurements as are difficult to take with the ordinary folding rule. Just as convenient as a common rule for taking all other measurements.

Two Rules in One. Read the Pictures.

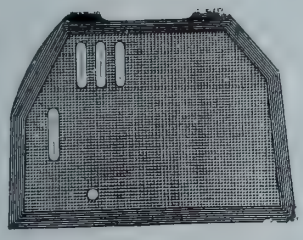


Has graduated brass slide, locked so it cannot fall out. Open rule to within 6 inches or less of distance, extend brass slide, and you have exact inside distance between points. Rule measures just like an ordinary Spring Joint, when slide is not extended. Made of extra heavy genuine boxwood. Firm yet smooth working spring joints. Extra legible markings.

Appeals to every mechanic, so should be stocked by every hardware

MECHANIC'S TOOLS THE LUFKIN RULE CO. OF CANADA, LTD. TAPES—RULES
WINDSOR, ONT.

"GUTTA PERCHA" ACCESSORIES



Coupe Mat

Good displays of these useful mats quickly lead to paying sales. There is a real need for them, and, consequently, an active demand. Let motorists know you have them — the sales follow quickly.

Blow-out Patch

A smooth lining and feather-edged ends prevent chafing and pinching the tube. These two important selling points are among the many that close sales easily for hardwaremen everywhere with these reliable Blowout Patches. This handy appliance takes care of the "blow-out," "soft-spot" or "rim-cut" until time permits permanent repairs.

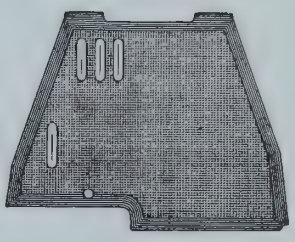
Windproof and Heatproof Mats for Ford Cars

You know well the great money-making value of auto accessories in the hardware business. We don't need to talk to you about that, but we do want you to realize the real merit in the Gutta Percha line of accessories. The most practical, convincing test we know of is to place a good order and learn how they sell by selling them. Your cash register will tell!

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada



Sedan Mat

The Sedan Mat is shown here. These comfort-giving mats are supplied in designs for Ford Coupe, Sedan and Touring Car. They fit closely around the brake and clutch levers, preventing dust, heat and odors entering from below.

Sealtite Patch

Sealtite Patches in the car supply the motorist with confidence and eliminate the anxiety that so often spoils the pleasure of motoring. They are quick and easy to apply and require no tools but your two hands. Try them on your own tires and you will thereafter sell them with enthusiasm.

45 Salesmen

Such as these are bringing to merchants all over Canada the opportunity of increasing business and profits through

DAYTON SCALES

Space prohibits the inclusion of our full sales staff on this page, but those whose photographs are shown herewith are typical of our Dominion-wide organization.
We felt that merchants would be interested in our Salesman's Pledge, which is taken when he is allotted a territory. Here it is:

Our Salesman's Pledge

1. To tell the Truth, and nothing but the Truth.
2. To respect his competitors as he would be respected himself.
3. To sell the merchant what will best fit his requirements.
4. To treat all merchants in his territory exactly alike.
5. To see that each merchant has real service.
6. To respect the Government Inspector, his rulings and judgment.
7. To adhere to the Company's policy of one price to all.
8. To make an honest and equitable allowance for any machine exchanged.
9. To carry no other lines and represent no other company.
10. To have no understandings with the merchant except it be embodied in the order which the merchant signs.
11. To remit promptly to the Company all collections received.
12. To render the Company daily reports of each visit made.
13. To see that each customer in his territory gets a square deal.
14. To be clean mentally, morally, physically, commercially and socially, and to stay clean.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager
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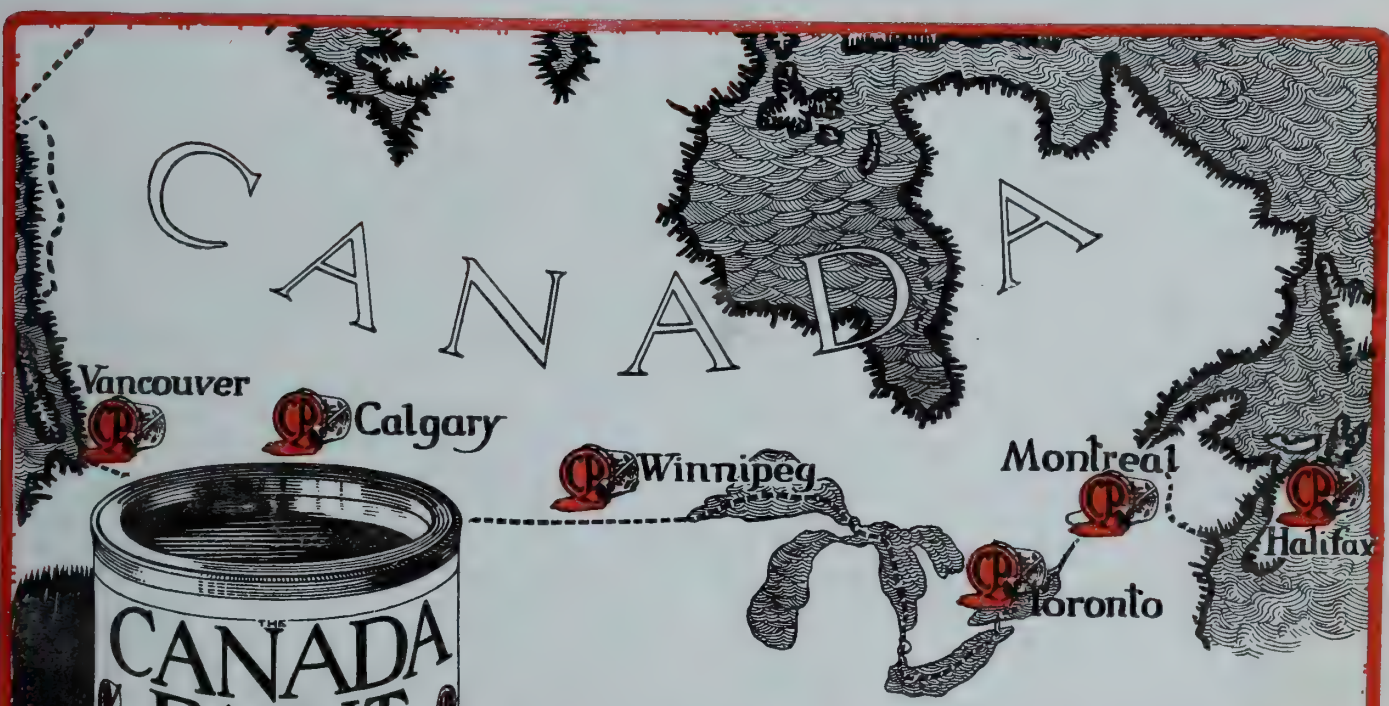
For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.
Our Salesmen sell:
The Famous Dayton Scales.
The Famous Meat Slicers.
The Famous Cheese Cutters.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 21 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA May 27, 1922



Canada's Favorite

"Save the surface and you save all" Paint & Varnish

CANADA PAINT
For Home and Country

The Paint for Canadians—the Paint Your Customers Know—the Paint that Sells.

Both beauty and durability are positively assured in every can of Canada Paint—the Paint of Merit.

The ingredients from which it is made, and the way it is made, guarantee that. The mere fact that "Elephant" Brand Genuine White Lead is the pigment basis is an assurance of paint quality. Add to this the exacting skill and the scientific care exercised in the manufacturing process, and it will readily be seen why Canada Paint is Canada's Favorite.

The six convenient factory and distributing points indicated on above map insure prompt service to our dealers at all times.

Our agency proposition will interest you. May we write you about it?

THE CANADA PAINT CO.
LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Those June Wedding-Bells Mean More Dollars for You

Those June wedding-bells hold mighty big opportunities for you, Mr. Hardware Merchant! Every bride needs kitchen ware. Among her gifts there are sure to be some pieces of Diamond Ware or Pearl Ware. To these she must add more and more utensils until her set is complete.

She cannot buy Diamond Ware or Pearl Ware from door-to-door peddlers—she must buy it over the counter.

Will she buy it over *your* counter? She will, if you tell her *you* sell Diamond Ware *or* Pearl Ware.

Follow up those local announcements of engagements and weddings with cards or circulars, window and counter displays. Advertise in your local paper, and tie up for all you're worth to our bride advertisements which are appearing in the best newspapers all over Canada.

Play up all the selling points of Diamond Ware or Pearl Ware when showing it to the bride, or the bride-to-be, and you will certainly win the opportunity of furnishing many new kitchens. Go after the bride season strong now, and follow it up just as hard in the months to come.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Are you Getting the Golf Business?

If you are not, you are overlooking an opportunity that means many extra dollars for you. Enthusiasm in this sport is running high. New clubs are being opened up continually and you should lose no time in cultivating this trade. Why not get the clubs in your own vicinity to make your store, their headquarters for supplies.

Have the stock, display these winners prominently and you will attract golf business from all around you.

We have a very complete stock of everything you will need.

IN GOLF BALLS—We have a real leader in a good practice ball—**THE BOBEST** ball, made in Glasgow, @ $3.60 a dozen.

IN GOLF CLUBS—We have been fortunate in securing the output of an English factory of golf clubs at a price considerably below any price quoted in the past few years. We can supply this club in the driver, brassie, midiron, mashie and putter @ $2.60 each.

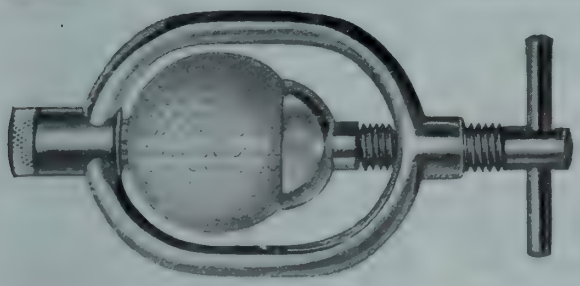
Write us for quotations on our high-class golf clubs. We carry the R. Forgan and J. P. Cochrane lines.

IN GOLF BAGS—Our Sunday bag is a 4″ bag, brown canvas, leatherette trimmed, iron ring with a good substantial canvas strap and a good size golf ball pocket @ $1.10 each.

OUR PANTASOTE SCOTCH GOLF BAG, 5″, leather trimmed, is exceptional value @ $2.35.

Our other bags run in prices up to $15.

In our golf department, you will find the Captive Golf Ball, the Thistledown (woollen) practice golf ball, golf shoes, shoe calks (both in rubber and steel), golf ball enamel, golf ball tees, golf stockings, game of clock golf, etc.



THE FISHER GOLF BALL MARKER answers the cry of the golfer for some way in which he can identify his own golf balls. Each marker is supplied with three initials. It has just been placed on the market and is going to be a real seller. Every golfer in Canada should have one of these @ $1.50 each.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

If interested tear out this page and place with letters to be answered

Staple Engine Food

Why Gargoyle Mobiloil Brings Good Profits to Hardware Merchants

Hardware merchants carry at least three thousand separate items in stock. Many of these items sell slowly.

Gargoyle Mobiloil can be compared to staple grocery foods. *People need them continually.*

This explains why so many hardware merchants find Gargoyle Mobiloil a desirable addition to their stock.

Again, hardware merchants find that the Gargoyle flange sign outside their store, and cans of Gargoyle Mobiloil in their window bring them many dollars of profit from passing automobilists.

The most inexperienced clerk can sell Gargoyle Mobiloil efficiently by the Chart.

A man comes into your store to buy oil. You simply ask him the make of his machine, whether automobile, truck, tractor or motor-cycle, and run your finger down the Chart. It specifies exactly what grade of Gargoyle Mobiloil his machine requires to operate with greatest efficiency.

Are you using your flange sign and cans of Gargoyle Mobiloil in your window to catch passing trade?

Car owners know the advantage of Scientific Lubrication. They have faith in the Chart of Recommendations.

GARGOYLE

Mobiloil

Make the chart your guide

Is the Chart showing your customers that you are competent to sell "a grade for each type of motor?"

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil.

T-3179

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

How to Read the Chart: A means Gargoyle Mobiloil "A" · B means Gargoyle Mobiloil "B" · BB means Gargoyle Mobiloil "BB" · E means Gargoyle Mobiloil "E" · Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	B	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton) (Buda Eng.)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model 8-E)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (¾ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A			
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	B	A	A	A	A	A
Chalmers	A	A	A	A	B	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)							A	A	A	A
" (Model 490, G. & Lt. Del.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A	A	A	A	A	A	A
Garford (3½ & 7½ ton)	A	A	A	A						
" (2 ton)	A	A	A	A	A	A	A	A	A	Arc
" (3½ & 5 ton)	A	A	A	A	A	A	A	A	A	A
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G. M. C. (Model K15)			B	A						
" (Mod. K16, K41, K71, K101)	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton)	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" " All Other Models			Arc	Arc	Arc	Arc	Arc	Arc		
Gray Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Haynes (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	A				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Kissel Kar (12 cyl.)									A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Koehler (Model M)	A	A	A	A	A	A	A	A		
" (Model MD)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	E	A	E	A	E	A	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Moon	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Nash	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
National (16 cyl.)	A	A	A	A	A	Arc	Arc	Arc	Arc	Arc
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	A	A	Arc	Arc
" " All Other Models	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
R & V Knight	BB	A	B	A	B	A				
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Rolls Royce	B	A	B	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc	A	Arc	E	E	E	E
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	A	A	A	A	B	A	A	A
Service (Model 220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Model 15)	A	Arc								
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	B	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	B	A	A	A	A	A	A	A
White (Mods. 15-45 & 20-45)	A	A							B	A
" (16 valve)							A	A		
" (3 & 5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

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I-XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

Makers of High Grade Cutlery Since 1694

No. 2000

PEERLESS

The Peerless is without doubt the finest razor on the market to-day. Covering every requirement of the man who shaves himself, as well as the professional barber.

No. 1000

CONQUEROR

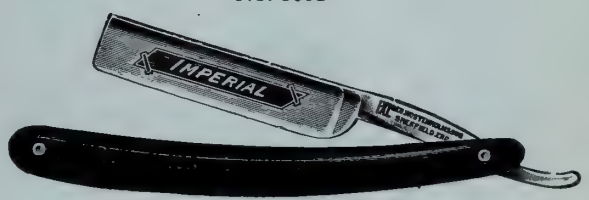
The Conqueror is a high grade razor, fully concaved blade, with gold etching, double shoulder and gimped tang.

No. 5000

CANUCK

The Canuck is a semi-hollow ground razor designed for the man who is not efficient in stropping.

No. 5001



IMPERIAL

The Imperial is possibly the best value in our assortment, being built for price rather than appearance.

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

Sole Agents for Canada

If interested tear out this page and place with letters to be answered

CANADA FOUNDRIES & FORGINGS LIMITED

If better nail hammers could be manufactured they would be produced in Brockville, Ontario, and on each tool you would find the trade-mark of the Smart People.

JAMES SMART PLANT

BROCKVILLE, ONTARIO

St. John Montreal Toronto Winnipeg Vancouver

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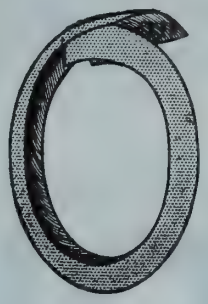
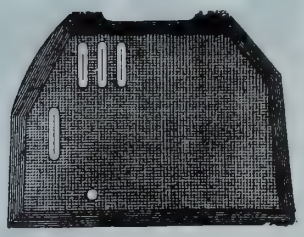
Motor Season Is Here!

"GUTTA PERCHA"

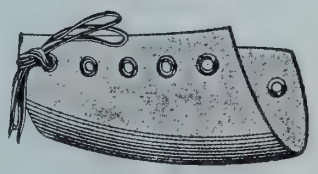
Accessories Will Boost Your Summer Sales



Reliners



Wind and Heatproof Mats for Fords



Lace-On Boots

Sealtite Patches

RELINERS. There are good, steady sales for these quickly applied trouble-savers. Show your customers how they get the last miles and dollars out of the casing. This effective reliner protects weak spots and postpones the evil of the blow-out.

WINDPROOF MATS. These effectively prevent dust, odors and heat from coming through from below. They fit tight around the clutch and brake levers and add much to the comfort of driving a Ford. They are made in shapes for Sedan, Coupe or Touring Car.

LACE-ON BOOTS. These appeal to the motorist because they fill the real need for "first-aid" to tires by preventing cuts or breaks from extending further before repairs can be made. Fitted with heavy brass grommets and a sturdy leather lace.

SEALTITE PATCHES. Here you sell the customer "insurance" against the anxiety that spoils the pleasure of driving. With Sealtite Patches "on board" the motorist is confident. He knows he can repair a puncture almost instantly, with no tools but his hands.

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada

Sort Up on Gutta Percha Accessories!

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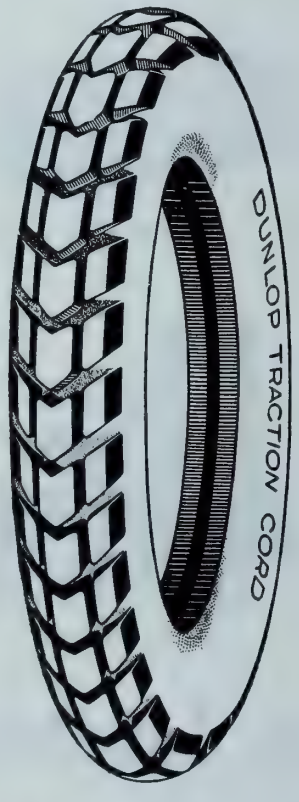
DUNLOP

CORD TIRES FABRIC

Dunlop Mile-age



"MILEAGE" is the magic word in Tiredom these days, and Dunlop Tires right across the continent are rolling up record after record.

To think about a 5,000-mile Tire is to live in the past; to talk about a 10,000-mile Tire is to be "just ordinary;" to dwell on a 15,000, 20,000, 25,000 mile Tire is to get into that rubber sphere where Dunlop is pre-eminently the leader.

Ask for Dunlop Cord and specify "Traction." Then you are on your way to a new experience.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

A103

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Westinghouse

Trouble-Proof Washing Machine Motor

Washing Machines Driven by Westinghouse Trouble-Proof Motors are Easy to Sell

To-day you will find it easiest to sell washing machines driven by Westinghouse Trouble-Proof Motors. They supplement the good qualities of the machine.
The housewife now realizes that the success of an electric washing machine is measured by the reliability of the motor that operates it. Tell her it has a Westinghouse Trouble-Proof Motor and she is satisfied.
Remind her that she is buying not only for to-day, but for the future as well, for next year and the years to come. Sell her years of faithful service.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

Repair Shops:

MONTREAL—113 Dagenais St.
WINNIPEG—158 Portage Ave. E.
VANCOUVER—1090 Mainland St.
TORONTO—366 Adelaide W.
CALGARY—316 3rd Ave. E.

CANADIAN WESTINGHOUSE

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CRANE

STANDARD

BRASS GATE VALVES

No. 440

DOUBLE DISC. PARALLEL SEATS

The Steam working pressure for which they are intended is Cast on the Valve.

Steam Working Pressures up to 125 Pounds.

Cold Water working Pressures, 175 Pounds.

These Valves may be packed when open and under pressure.

Manufacturers of Valves, Fitting and Piping Equipment for all pressures and purposes—and distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST. JOHN, QUEBEC, SHERBROOKE, EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

1

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TACKS

TACKS FOR EVERYBODY

BASKET MANUFACTURERS
CARRIAGE TRIMMERS
AUTO TRIMMERS

HEADS
that will not
break off

THE STEEL COMPANY OF CANADA LIMITED

SHOE MANUFACTURERS
CARPET LAYERS
UPHOLSTERERS

POINTS
that meet the
demand

HAMILTON MONTREAL

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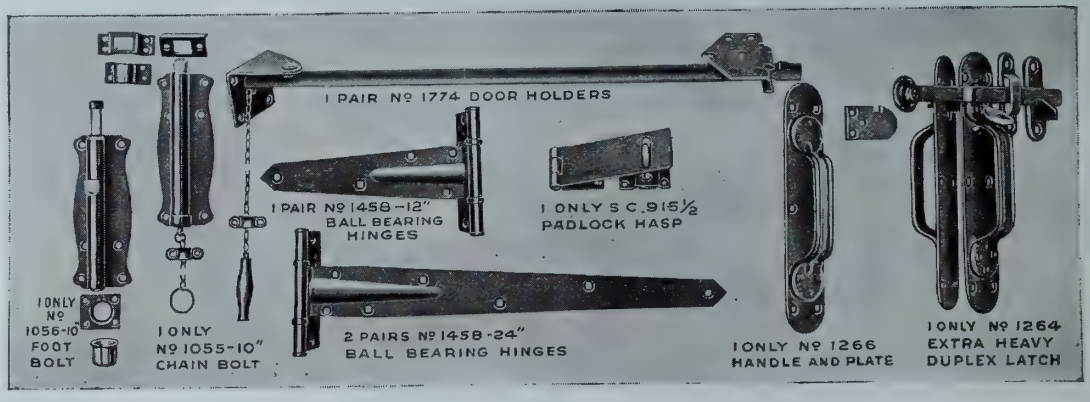
STANLEY

Garage Hardware

Set No. 1784

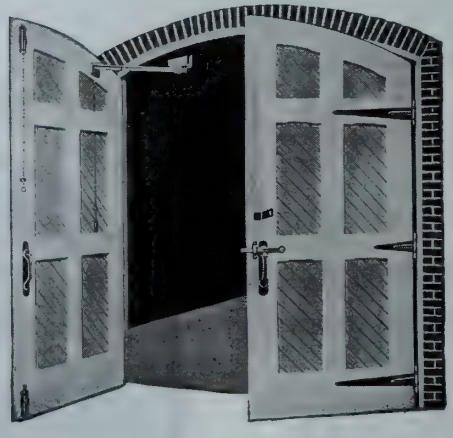


A set designed for either wood, stucco or brick garages. Extremely popular, embracing every article of hardware for complete garage equipment. No. 1774 Door Holder is included in this set, also foot and chain bolts. The new cushion type holder No. 1773 may be substituted at additional cost if desired.

Uniformly good hardware equipment is the finishing touch that makes a 100% garage. Stanley Garage Hardware **in sets** solves the problem of owner—or builder—and its sale is highly profitable to you.

The strength, lasting service and dignified appearance of Stanley Garage Hardware are talking points to capitalize. And its reputation is based upon over three-quarters of a century's experience of this Company as manufacturers of wrought steel hardware.

Write for handsome Garage Hardware cut-out, sales helps and Booklet R-11.



STANLEY S.W.

THE STANLEY WORKS

New Britain, Conn., U.S.A.

Manufacturers of Wrought Hardware and Carpenters' Tools

Canadian Representative: A. MacFarlane & Co., Ltd., Coristine Building, Montreal, Quebec.

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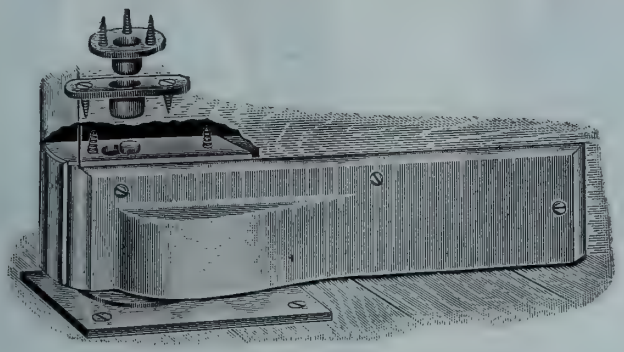
A TYPE OF FLOOR HINGE

THAT IS EXCLUSIVELY A "T.F." PRODUCT

A Feature Article Made in Canada

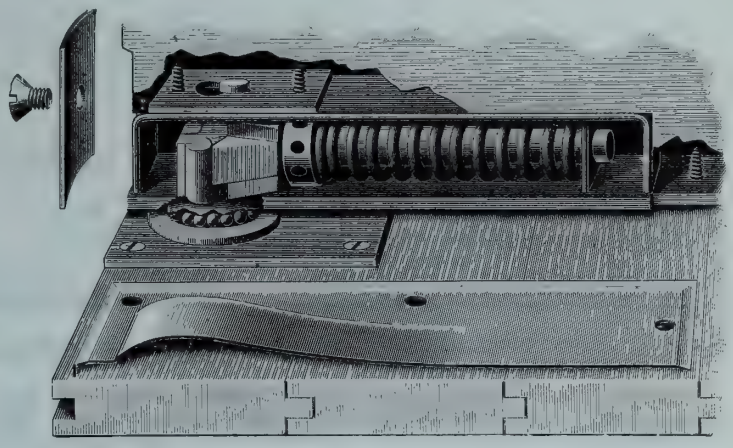


THE CHIEF SPRING FLOOR HINGE

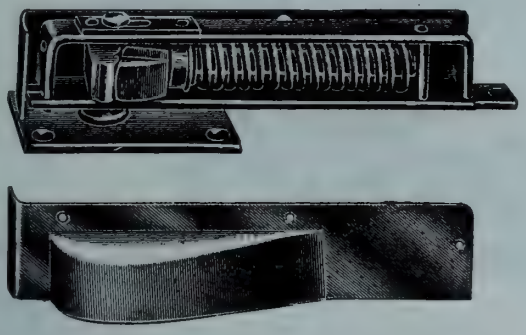
Our General Catalogue is replete with all kinds of Hinges and Builders' Hardware.

Wrought Steel—Ball Bearing—no mortise to be cut in floor. Water cannot get into working parts—see catalogue for full details.

See page 63 in our catalogue for the T. F. double acting Door Check.



INSIDE VIEW SHOWING CONSTRUCTION OF HINGE



"DOMINION" FLOOR HINGE

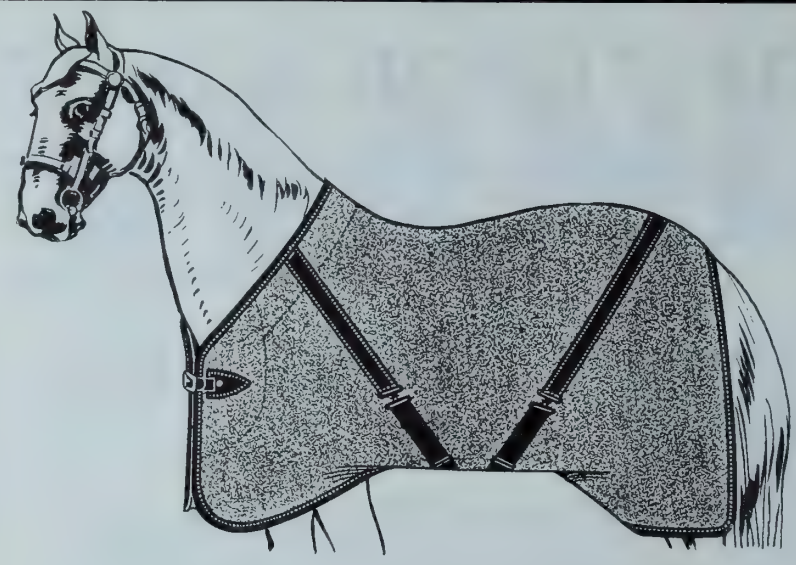
As illustrated to left—same construction as the Chief but without Ball Bearings—double acting—in any finish—packed with screws to match.

TAYLOR-FORBES Company, Limited

Head Office and Works:
GUELPH, ONTARIO

Toronto Quebec Winnipeg Montreal St. John
Regina Vancouver Halifax Calgary

If interested tear out this page and place with letters to be answered



Fly Sheets, Fancy Dog Collars, Dog Leads,
Shoulder Dog Collars and Dog Collar Locks

Distributors for Royal Oak Tires. Prices on application.

Adams Bros. Harness Mfg. Company, Limited
781 King Street West Toronto

Branches:
WINNIPEG SASKATOON EDMONTON CALGARY

Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

The Burlington Windsor Blanket Co.
797 King Street West
TORONTO

If interested tear out this page and place with letters to be answered.

DOMSTEEL

NAIL KEGS

will stand abuse

Drop them–Bump them–

give them any kind of abuse you can think of. You will find that "Domsteel" Nail Kegs withstand the roughest kind of handling in transportation—in the warehouse or in the store. There is no danger of their breaking open and spilling the contents.

It's the steel cleat and rim that give "Domsteel" Nail Kegs their added strength. Just a little feature developed by "Domsteel" to improve the handling and stocking of nails—a feature which all hardware dealers will appreciate. Specify "Domsteel"—the perfect nails in the perfect kegs.

A Perfect Nail and a Perfect Keg

Stocked at Sydney, St. John, Montreal, and ready for immediate shipment.

DOMINION IRON & STEEL COMPANY, LIMITED

Controlled by

British Empire STEEL Corporation Limited

Canada Cement Building
MONTREAL

An actual photograph of a keg filled with 100 lbs. of nails and dropped 15 feet to a hardwood floor—landing on end. Notice that there is no damage to the keg.

Below.—Two *empty* kegs, with heads in both ends, each keg supporting a weight of 3,000 pounds without showing any signs of fracture.

If interested tear out this page and place with letters to be answered

Presenting Our New Folder—

MAIL THIS COUPON

CHANNELL, LIMITED,
TORONTO.

Please send me 100 copies of the New O-Cedar Polish Folder entitled: "The Art of Beautifying Furniture." Imprint them as follows:

NAME .....

ADDRESS .....

CITY OR TOWN.....

If interested tear out this page and place with letters to be answered

a Profitable, Silent Salesman of

O-Cedar Polish

We will send you 100 copies with your Name Imprinted

FREE

Every Hardware Dealer realizes the value of an attractive counter Folder. Experience has proven that it is a profitable Salesman, and a most effective Advertisement for the Dealer whose name it carries.

What woman could resist such an appealing picture as that beautiful table with its rich, sparkling colors on the cover of this new O-Cedar Polish Folder?

"The Art of Beautifying Furniture" is a subject of keen interest to every woman—she will keep this O-Cedar Polish Folder—which explains in detail how to keep her Piano, and all fine furniture and floors looking their brilliant best, with O-Cedar Polish and the O-Cedar Polish Mop—for future reference—and your name will be on the back.

Send in your name to-day, together with your imprint, use coupon on opposite page; and cash in on the profits this Folder will earn for you.

CHANNELL LIMITED, TORONTO

If interested tear out this page and place with letters to be answered.

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

Profits in Summer Comfort

Roadside and lake-shore camps; forest-locked or mountain-rimmed lodges; trim pleasure cruisers plying vacation-land waters and every summer home—every shady porch—each of these represents prospective sales of Gold Medal folding furniture. Folding easy chairs, lawn chairs, folding cots, wash basins—and the many other practical utility items in the Gold Medal line will appeal to every red-blooded man, woman and child who feels the urge of outdoors, and relishes comfort and cleanliness.

Now, as we stand in the forefront of summer, is the time to begin acquainting your customers with the merits and diversity of the Gold Medal line of folding furniture. If you are not already selling this well and favorably known line, get our catalog, which illustrates every article of our manufacture, and make up a Gold Medal selection to meet the demands of your summer trade. All inquiries from our national advertising are referred to our dealers. Send us your jobber's name.

Gold Medal Camp Furniture Mfg. Co.

1704 Packard Ave., RACINE, WIS., U.S.A.

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

A Quick Selling Item that needs no introduction

Hundreds of merchants have ordered this handsome, wooden display cabinet.

1. It is absolutely free.
2. You merely pay for the Blue Nose Oak Sole leather strips it contains—and buy refills.
3. They cut more economically and last longer than cut soles.
4. Blue Nose strips are cut from the best part of the finest packer steer hides.
5. Slow cured in the old-fashioned way.
6. Very profitable for dealers.

The Logan Tanneries, Ltd.

Lyon's Brook, Nova Scotia

ORDER TO-DAY from your Jobber. If your Jobber does not already handle this line mail your order direct to us, specifying your Jobber's name.

If interested tear out this page and place with letters to be answered

Remington

Speeds them up!

A SALES talk to a customer goes much better if you have something new to talk about—'specially if the cartridges you are selling really are a big improvement over the regular line.

You can make a hit with your sportsmen customers who own rifles caliber .25 Remington, .25-35, .30-30, or the .30 Springfield '06, by talking and selling the new Remington Hi-Speed loads. They will give him what he has always wanted—higher velocity, better killing power and greater range without changing the sight.

Cut out this table of ballistics and keep it handy so you can answer questions:

	Weight of Bullet	Velocity	Energy	Height of 200 yard trajectory
.25 Remington . . .	87 grs.	2800 ft. per sec.	1510 ft. lbs.	2.8 inches
.25-35 W. C. F. . . .	87 grs.	2650 ft. per sec.	1360 ft. lbs.	3.1 inches
.30-30 W. C. F. . . .	110 grs.	2600 ft. per sec.	1650 ft. lbs.	3.3 inches
.30 Springfield . . .	150 grs.	2900 ft. per sec.	2800 ft. lbs.	2.5 inches
(Bronze Point Expanding)				

Accuracy as good or better than the regular loads. Price the same. In ordering, specify Hi-speed loads.

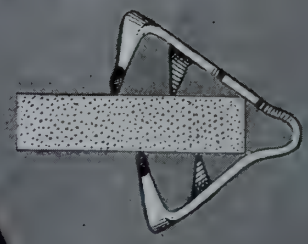
REMINGTON UMC

ALLIGATOR

TRADE MARK REG. U.S. PAT. OFFICE

STEEL BELT LACING

The Strongest on Earth



A Separable Hinge Joint in Sizes for Any Thickness Of Belting

"Never Lets Go"

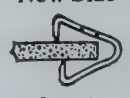
Reg. U.S. Pat. Office

"Every Tooth a Vise"

In the powerful vise grip lies the secret of Alligator's greater strength—and of its constantly growing sale.

This and the metal rocker hinge pin make of Alligator a hinge lacing that a jobber can recommend with assurance and safety.

New Size



No. 1

For tape belts from 1/16 inch to 3/32 inch thick.

FLEXIBLE STEEL LACING COMPANY
4657 Lexington Street **CHICAGO, U. S. A.**
In England at 135 Finsbury Pavement, London, E. C., 2

SOUVENIR SUPERHEATER

THE MOST MARVELLOUS ACHIEVEMENT OF STOVE BUILDING IN THE LAST FIFTY YEARS

LOOKS LIKE A MAHOGANY CABINET BUT IT'S A REAL FURNACE--CAN BE PLACED IN BEST ROOM

WHO'S GOING TO HANDLE IT IN YOUR TOWN— YOU OR YOUR COMPETITOR?

We are only going to appoint one agent in each town—so if you are to be the lucky dealer you should waste no time. The SOUVENIR SUPERHEATER is the only thing of its kind in Canada. It's entirely new—the latest system of heating—it sells itself and affords real good profit.

There's no doubt about the rushing business that's going to be done by the dealer who handles the new SOUVENIR SUPERHEATER. And remember, there will only be one agent in your town. Some dealer in your town is going to get the agency and that someone is going to make a lot of money, too.

If you order one of these heaters now and display it in your store you will develop many prospects that will result in sales next fall. And we'll help you get the orders.

We will mail attractive, descriptive folders to your customers with your name and address imprinted on them. We shall be advertising the SOUVENIR SUPERHEATER extensively too.

If you want the agency in your town write us at once for prices and descriptive circular or ask us to send a representative to see you.

THE HAMILTON STOVE & HEATER CO., LTD., - HAMILTON, ONT.

Successors to GURNEY TILDEN CO., Ltd.

Representatives :

J. E. Maranda,
Quebec Traveling Representative, St. Hilaire, Que.

Winnipeg Representative :
134 1-2 Higgins Ave., Winnipeg, Man.

Vancouver Representative :
1073 Hamilton St., Vancouver, B.C.

If intereated tear out this page and place with letters to be answered

Rotary Ash Sifters

THE Davidson Rotary Sifter is easily the most satisfactory on the market today.

In addition to being very handy and easy to use it is very strongly made. The sifter, which can be sold separately if desired, is of heavy galvanized ware throughout. The Ash Can is reinforced top and bottom with heavy iron rings to add extra strength.

The complete Sifter and Ash Can makes a very useful and highly economical addition to the average household.

Prices and Particulars on Request.

The Thos. Davidson Mfg. Co. Limited

Established 1860

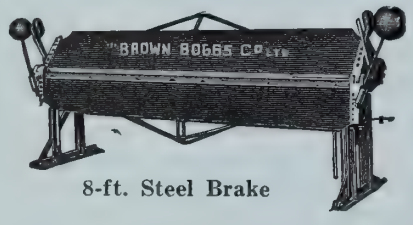
Head Office - Montreal

Branches

Toronto Winnipeg Calgary Vancouver

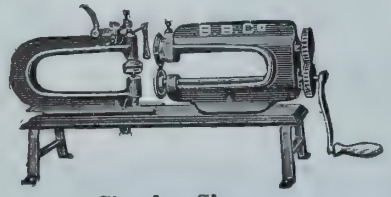
DAVIDSON

Forming Rolls



8-ft. Steel Brake

Stove Pipe Folder



Circular Shear

At Revised Prices

Brown Boggs Sheet Metal Workers' Tools are now selling at reduced prices—without sacrificing their well known standards of accuracy and quality—

Write for our new price list

The Brown, Boggs Company, Limited

HAMILTON - ONTARIO

Representatives

Toronto Office:
Holbrook Bldg.
A. B. WALKER, Representative

Winnipeg:
BISSET & WEBB

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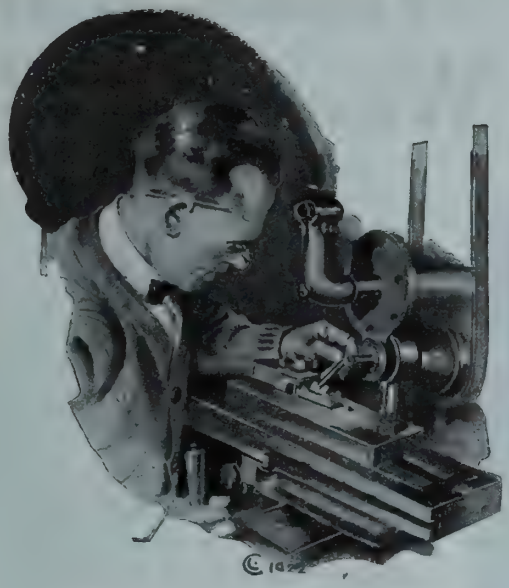


Mechanics Have Been Waiting For These Little Rules

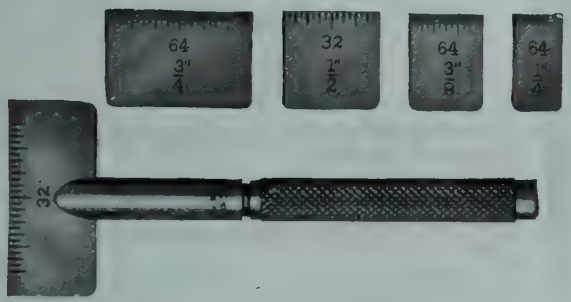
No. 423 Set of Starrett Steel Rules with Holder. Consists of five spring tempered rules ¼, ⅜, ½, ¾ and 1-inch lengths, graduated to 32nds and 64ths.

Mounted in the holder, as shown in illustration, these little rules enable the machinist to readily and accurately measure recesses, grooves, short shoulders, etc., difficult or impossible to effectively reach with an ordinary rule.

These rules meet a definite need long felt by many classes of mechanics. In your windows or show cases they will quickly prove a profitable business getter.

The L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Write for special Supplement to the Starrett Catalog No. 22 "MA" featuring these and other new Starrett money makers for hardware men. Copy free on request.

42-301

Sell Starrett Tools

TRADE FRAIM MARK

No. 1730 Carded Assortment.

Spring Buying

The householder is planning repairs, the farmer is mending his tools, the carpenter is figuring on new jobs—they all want new padlocks for the tool-house, the chicken-yard, the barn, the shop, the garage. Are you prepared to sell them what they want? Have you a padlock assortment that is complete, compact and up-to-date?

Fraim's Carded Assortments

give you quick, easy sales and good profits. There are a dozen locks on each card, and twenty-five different listed assortments. Any of our locks can be supplied on these cards at a slight additional cost.

Write for our No. 29 catalog, in which these carded assortments are illustrated, or our catalog No. 28, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.
COHOON & PUGH 11 St. Sacrament St., Montreal
A. E. HANNA 218 Portage Avenue, Winnipeg

If interested tear out this page and place with letters to be answered.

REG. U.S. PAT. OFF.
GTD

WRENCH BEATS U. S. GOV'T TESTS BY 45.6%

ISN'T THAT THE SORT OF A PIPE WRENCH TO SELL?

The wrench you see here is the 14 in. size. Instead of a pressure of 2800 inch pounds, this wrench withstands 4077. Some Wrench!

Note how the reinforcement in jaw extends below bending point. The lower jaw and handle is one solid forging—no welding. The wood handle has a steel ferrule on the end to keep it from splitting. The nut rests on a shoulder of the lower jaw, so there is no undue strain on the pivot pin.

GTD wrenches are made by the makers of "Little Giant" Screw Plates.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED . GALT, ONTARIO

"What I Want When I-----"

Most buyers' habits are well expressed in the words of a once popular song: "I want what I want when I want it."

If you stock one of the five brands of files named below, you are able to give the file user exactly what he wants when he wants it — and there's no selling effort.

These files have been the standard for over fifty years. The file user knows them, and accepts them without question.

Your jobber can supply you at once with these brands:

Kearney & Foot
Great Western
American
Arcade
Globe
FILES - -RASPS

Made in Canada by

Nicholson File Company

PORT HOPE
ONT.

If interested tear out this page and place with letters to be answered

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

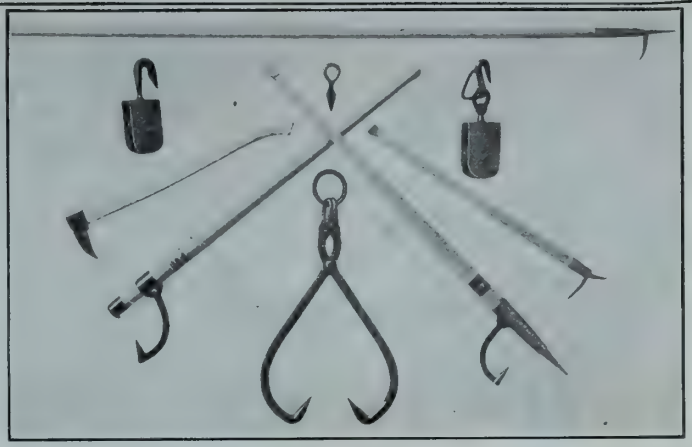
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

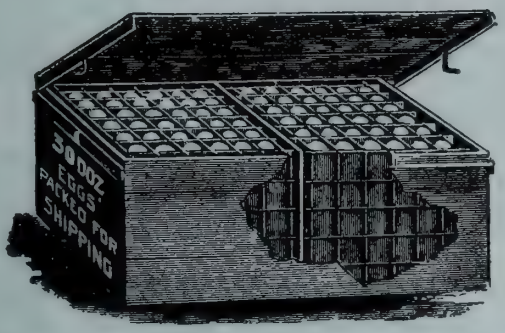
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



You Should Increase
Your Egg Filler Business



Always recommend fresh fillers be used for every shipment—it's the only way your customers can be sure the eggs will reach the market in proper condition.

Used fillers absorb the odor given off by new-laid eggs—and egg shells are porous, susceptible to surrounding odors. Eggs shipped in used fillers become tainted—can't help but be.

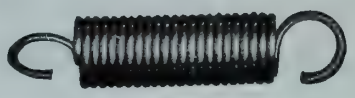
You owe it to your customers—and the public—to see that they use fresh fillers in every shipment.

The Miller Bros. Co., Limited

511 St. Catherine Street West,
Montreal

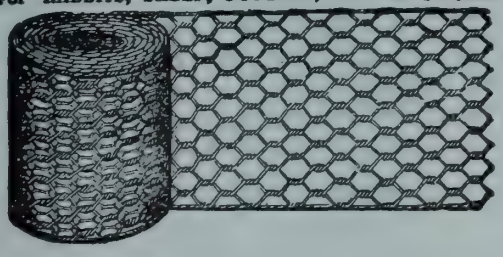
THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

If interested tear out this page and place with letters to be answered

Black Diamond Files

for character

Black Diamond Files possess character. They are unsurpassed for sharpness of cut and durability. Scientifically tempered to retain the qualities that have made them famous

TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

VIKO

You want your aluminum ware stock to be complete? You want to know you can get anything you want quickly?
Then stock the VIKO line—it is complete—we are headquarters and carry large stocks for immediate shipment.

Better write us.

HURTUBISE LIMITED
222 NOTRE DAME ST. WEST, MONTREAL

Ontario Representative:
A. P. HOPKINS,
371 Lyon St.,
Ottawa, Ont.

Maritime Representative:
H. E. FRYE,
Box 61
Moncton, N. B.

Are You Selling Canadian Pencils?

CANE'S

Lead Pencils
MASTER WORKMAN
(Carpenter Pencil)
CANADIAN ASSORTMENT
(Counter Sales Stand)

Cane's Pencils cost you less and can be sold at the same price as other pencils and are superior to others at the same price.

Commercial Pencils

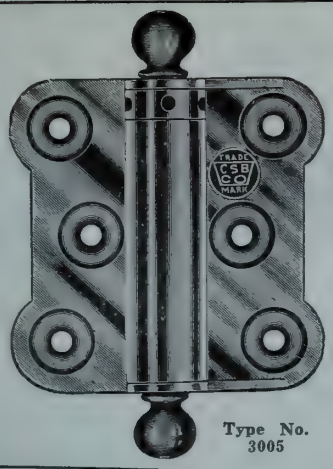
of all kinds in all grades for every purpose. Buy Canadian Products. Importing keeps the foreigner busy, buying at home keeps Canadians busy and busy Canadians have money to spend in your store—idle ones have not.

Order from your jobber

The Wm. Cane & Sons Co., Limited
Manufacturers
Newmarket **Ontario**

Illustration, price and samples sent on request.

If interested tear out this page and place with letters to be answered



Type No. 3005

TRADE **CHICAGO** MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

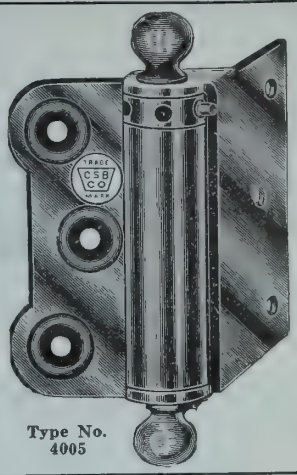
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

Send for Catalogue M36



Type No. 4005

THE MOWER

This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.

Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited

Waterville, Quebec

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

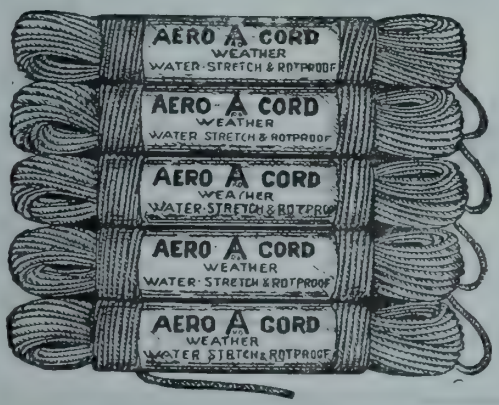
Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.



Your trade is entitled to the best article procurable for a given purpose, price being equal.

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operative fighting spirit?

The Fault May be Yours?

Your salesmen, and wholesalers who help sell your goods, have a right to expect co-operation. They have a right to expect that the house they are selling for really believes that good business is to be secured. They have a right to question if the whole responsibility of selling should be placed on them. Advertising is the strongest co-operation you can give them to show that you believe in your business. Powerful copy consistently running in your dealers' specialized business paper, will stimulate dealers' interest in your goods; will encourage the salesman in his work; will help to make him a fighter, —and to sell more goods. And you know when you can get the influence of the progressive dealer behind your goods you have the biggest merchandising force in the country working for you.

Let HARDWARE AND METAL help you get the fighting spirit in your sales organization and help you line up 4,000 progressive merchants behind your goods.

HARDWARE & METAL

Southam Bldg., Montreal — **153 University Ave., Toronto**

Confederation Life Bldg., Winnipeg — **Carter-Cotton Bldg., Vancouver**

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

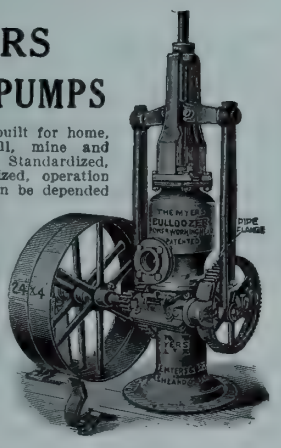
Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality

LONDON BAR IRON

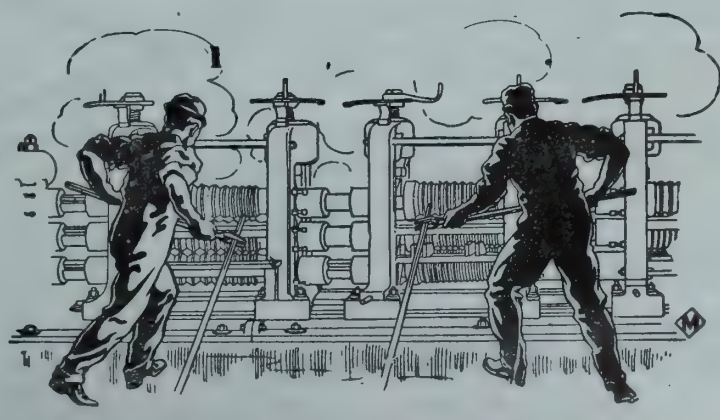
is worked thoroughly with **one object** in view

The Quality the Consumer Requires

Drop us a line for full particulars and prices

Western Canada: **Bissett & Webb, Winnipeg**

LONDON ROLLING MILL CO., Ltd.
LONDON, CANADA



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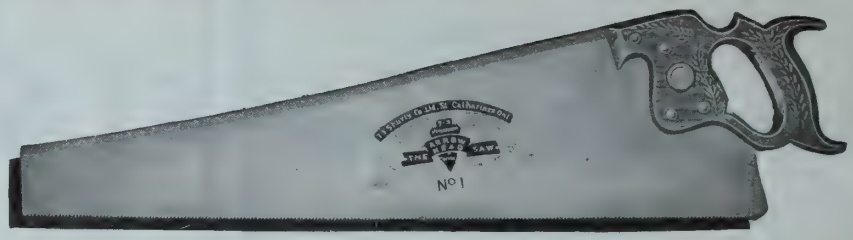
ARROW HEAD HAND SAWS

When your trade asks for **First Quality Hand Saws** you can best satisfy that demand by supplying **"Arrow Head."**



Made by

T. F. SHURLY CO., Limited, St. Catharines, Ontario

Makers of all kinds of Wood Cutting and Butcher Saws

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

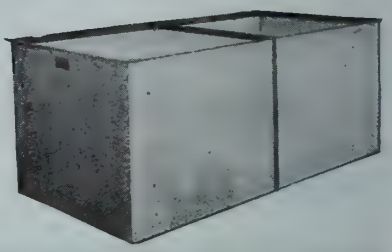
MANUFACTURERS

DEALERS

We stand back of these

TANKS

We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.



They bring you Business

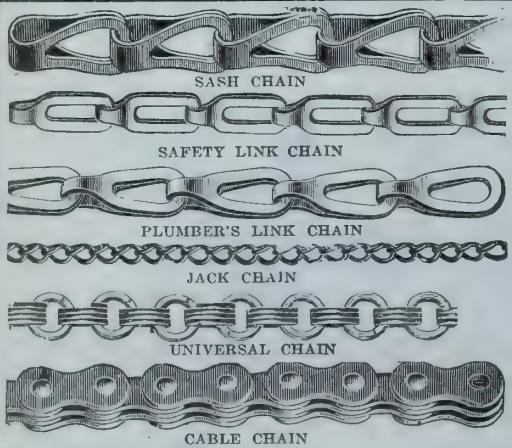
Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting—finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 40 barrels.

Our prices are as satisfactory as our Tanks.

Write for price-lists and further particulars regarding this money-making proposition.

The Steel Trough & Machine Co. Ltd.

TWEED, ONTARIO, CANADA



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CABLE
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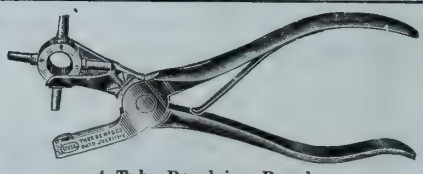
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

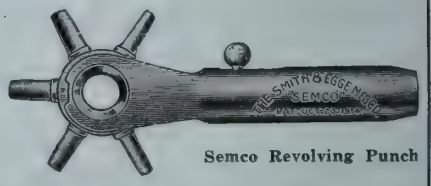
CHAINS



4 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES



Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"

BRIDGEPORT, CONN., U. S. A.

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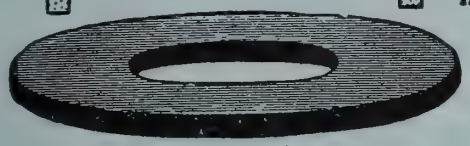
Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

"THE KIDDIES WILL PUSH THEM"

If you will stock them.

The latest thing in children's vehicles.

Our newest Ball Bearing "DISCO" wheel coaster. Made in three sizes. Rubber tires only. Body and wheels painted bright canary yellow. Trimmed in black. Ask for our advertising matter.

Order early to be sure of your supply.

The GENDRON MFG. Co.,
LIMITED, TORONTO.

"DOON"

Twines & Cordage

Are Entirely Made in Canada

and are known for their absolute dependability and uniform quality

DOON TWINES D MADE IN CANADA

Satisfaction Guaranteed

FLAX, HEMP AND JUTE TWINES
For All Purposes

HOSIERY TWINES — MARLIN TWINES
PLOW LINES — CLOTHES LINES
FLAX, HEMP AND JUTE SEWING TWINES

Write for Samples and Prices.

DOON TWINES, LIMITED

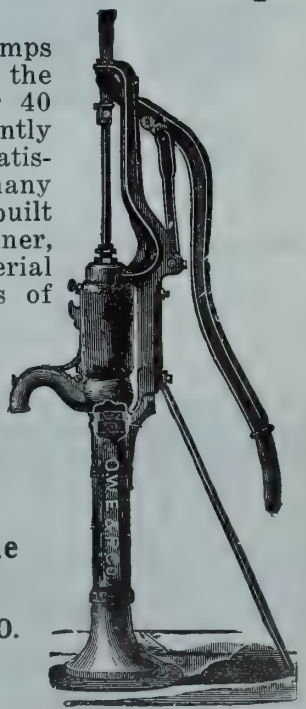
Spinning Mills at Doon and Kitchener

HEAD OFFICE KITCHENER, ONTARIO

A Complete Line of Pumps

TORONTO Pumps have been on the market for over 40 years — are constantly adding to years of satisfactory service in many lines today. They're built in a practical manner, from excellent material and give many years of satisfactory service.

Get bigger profits this year. Write immediately for our splendid dealer proposition and special pump offer.



Ontario Wind Engine & Pump Co., Ltd.
ATLANTIC AVE., TORONTO.

Montreal Winnipeg
Regina Calgary

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO PUMPS

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MAPLE LEAF SAWS—THE PROVEN BEST.

THE PREMIER

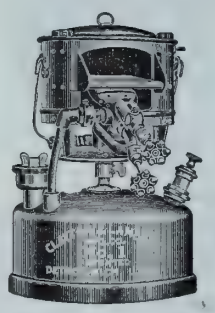
One of the famous "Maple Leaf" Saws.

The favorite in the Mills, the Factories and the workshops.

Made-in-Canada by

Shurly-Dietrich Co.,
LIMITED
GALT CANADA

When booking your order for saws with your wholesaler do not fail to include a good supply of Premier Maple Leaf Saws.



No. 1 Fire Pot, List Price, Each $27.20. Ask for Discount.

WHY BOTHER WITH SHARP NEEDLE BURNERS

Their life is short if the Needle is forced, enlarging the orifice, thus causing an imperfect gas mixture. Not so with C. & L. Double Needle Burners, used on the No. 1 Fire Pots, as **both Needles are blunt.** Upper Needle has wire tip that cleans orifice in Jet Block, lower Needle regulates the flame. The best general utility Fire Pot made, producing 300 degrees more heat. Burns gasoline or kerosene. Jobbers supply at factory prices. Catalogue mailed upon request.

CLAYTON & LAMBERT MFG. CO.
10615 Knodell Ave., Detroit, Mich, U. S. A.

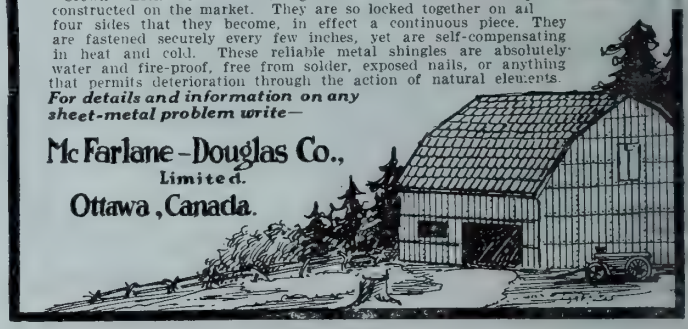
"CROWN" METAL SHINGLES

Securely Locked On All Four Sides

"Crown" Lock-All Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self-compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—

Mc Farlane-Douglas Co.,
Limited.
Ottawa, Canada.



WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

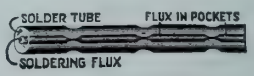
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

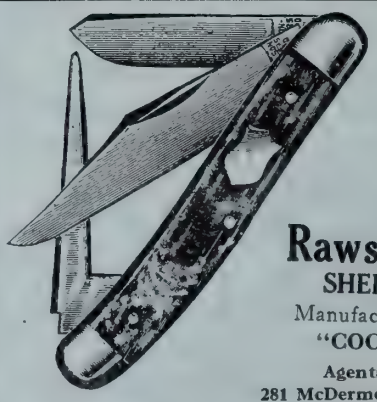
Chicago Solder Co.
225 Wrightwood Ave., Chicago, U.S.A.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



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'COCK KNIFE'

Corporate Trade Mark Granted 1772

Rawson Brothers
SHEFFIELD, ENG.
Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO.
281 McDermott Ave. - WINNIPEG
Stocks Always on Hand

If interested tear out this page and place with letters to be answered

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,

Have established and maintained their reputation, for superiority, against all Competitors, from

THE YEAR SEVENTEEN HUNDRED & FIFTY,

and are still in increasing demand. As in the past, it is the unalterable

DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.

WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
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AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

SIMONDS

Crescent Ground

CROSS-CUT SAWS

Cut 10% more Timber

Assure Satisfied Customers

SIMONDS

Canada Saw Co., Ltd.
"THE SAW MAKERS"
Montreal, Que.
St. John, N.B. Vancouver, B.C.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

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You'll find a regular demand for

MENDETS
A PATENT PATCH

Display Mendets and they sell themselves.

They create Quick Sales, bring Big Profit and give Satisfaction.

A box of Mendets occupies but little space in your window or on your counter.

Write Your Jobber

Collette Mfg. Company **Collingwood, Ontario**

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OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

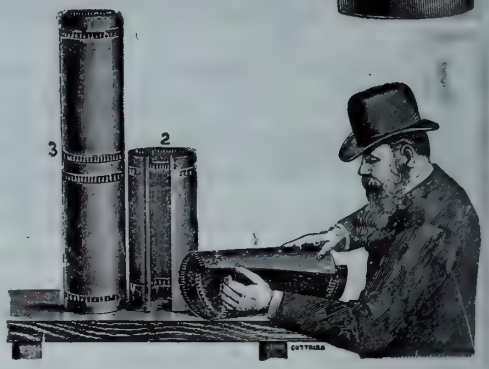
COOPER

Patented Stove Pipe Elbows Full Polish --Heavy Weight. Are unrivalled in quality. O.H. Pattern and lighter grades in all sizes from 3 to 10 inches. Blued, Polished, Tin and Galvanized.

SCHEIP'S

Patent Nestable Stove Pipe. Hand locked—permanently rigid — Accurate fit—Rust proof.

The standard of Canada for many years



Flue Stoppers, Thimbles, Tapers Tees, and all stove mounters' fittings. See our new catalog for description and prices.

E. T. Wright Co., Ltd.
Hamilton - Canada

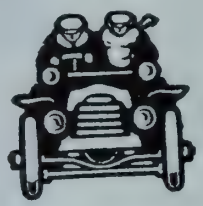
Every worth-while buyer reads your advertisement in

Hardware & Metal

The logical medium to use if you have a message for the Canadian hardware trade—you will create desire among the hardware buyers.

HARDWARE AND METAL is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Also the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.



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RELIABILITY

Every Brantford Roofing product is the best of its kind that time, money and expert workmanship can produce.

Brantford Leatheroid Roofing

has behind it the Brantford Roofing Company reputation for quality. There is complete protection from the weather and long years of service without repairs in every roof covered with Leatheroid. It is highly fire-resistant. It cannot rust. Weights, light, 35 lbs.; medium, 45 lbs.; heavy, 55 lbs.

Brantford Roofing Co., Limited
Head Office and Factory, Brantford, Canada
Branches at Toronto, Montreal, Halifax, Winnipeg

LAIDLAW WIRE BOYS

Their Chat No. 30

A TALE OF A NAIL

"Remember the old story, B. T.?

"For want of a nail a shoe was lost,
For want of a shoe a horse was lost,
For want of a horse a rider was lost,
For want of a rider a message was lost,
For want of a message a battle was lost,
For loss of a battle a nation was lost,
And all for the want of a horse-shoe-nail."

"Most people realize the importance of nails now. That's why Laidlaw's are so popular."

Laidlaw Bale-Tie Co., Ltd.
HAMILTON ONTARIO

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

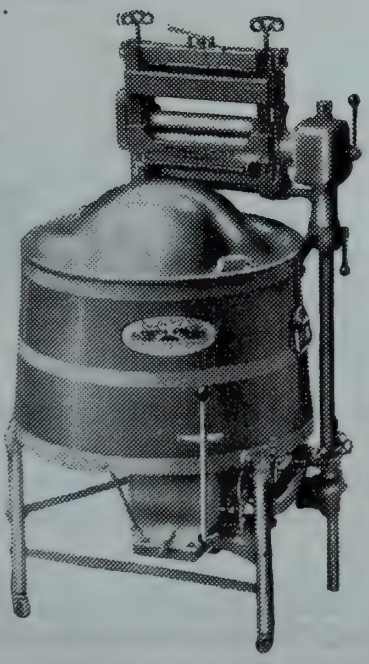
—Adjustable to size of washing;

—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED
St. Mary's, Ont.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

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Business Suggestions and Methods

Let your goods be known to practically every hardware buyer in the Dominion. Create a desire throughout the Canadian hardware trade.

Most of the biggest, most progressive hardware manufacturers advertise regularly in Hardware and Metal.

Long since they realized the value of Hardware and Metal as an advertising medium.

Rates reasonable: Circulation audited by A. B. C.

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"Canada's National Hardware Weekly"

143 University Ave. - Toronto, Canada

MONTREAL BRANCH
Southam Building

WINNIPEG BRANCH
Union Trust Building

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Do You Know

That in case of loss you receive your dividend just the same?

In case of total loss we pay the full dividend immediately.

In case of partial loss the policy runs till expiration for the unused portion and the dividend is paid on the premium charged. A loss less than one half the face of the policy is construed as a partial loss.

In both cases you are purchasing your fire insurance from a strong company at one half the price of the Board Companies.

We know the hardware men appreciate the SAFETY and SAVING offered by the HARDWARE MUTUALS. Increased business is the indication. In the first five months of 1922 the premiums written exceeded the entire year of 1921.

Inspected risks—economical management—ample resources—maximum savings—low loss ratio—is the hand we hold. ARE YOU IN?

NET CASH SURPLUS $2,000,000.00

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

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BUILDING IS BOOMING THROUGHOUT CANADA

Are you selling your share of Decorative Wall Burlaps?

Do not delay putting in a stock of Decorative Wall Burlaps. Buy half a dozen rolls. It will not take much capital, and display them in your regular Paint Department.

Hardware merchants are finding it most profitable to handle Decorative Wall Burlaps, for now that the prices have declined, Burlap is selling much more readily. Burlap, too, is easy to handle, for it does not take up much space and a large stock is not necessary, for it comes in 3 shades only. Burlaps, too, allow the merchant a good margin of profit.

Now that building is so active, the demand for Burlaps will automatically increase.

Write us for selling helps, complete information as to prices, etc.

Dominion Oilcloth & Linoleum Co. Limited

Montreal

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV MAY 27, 1922 No. 21

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of

"QUEEN'S HEAD"

and

"FLEUR DE LIS"

Galvanized Iron

arriving

Ex. SS. "Cornishman" & "Dunbridge"

Have you ordered yours yet?

John Lysaght, Ltd.
Manufacturers
Bristol, Eng.

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Mgrs. for Canada
Montreal

"DOMINION"

GALVANIZED CANADA PLATES

This well known brand—made in Wales from the best steel—is once more available. The plates are heavily galvanized and with no raw edges are not susceptible to rust.

A. C. LESLIE & CO., LTD.
560 St. Paul Street
MONTREAL

Wire

Wire Nails Wire Products

The Imperial Steel & Wire Co., Ltd.

Collingwood — Canada

Manufacturers of Staples	Wire	Wire Nails
Poultry Netting	Bright	Bright
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Lawn Fencing	Oiled	Coated
Pin Wire	Hay Baling	Barbed
Bale Ties	Soft Drawn	Special
Straightened Wire	Coppered	Fine
	Tinned	Spikes
	Galvanized	

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Hardware and Metal

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Important Changes In Taxes and Tariff

Sales Tax Increased to Total of 4½% on Transaction From Manufacturer to Jobber to Retailer and 6% on Imported Goods —Tariff Reduced on Wrought Iron Tubing, Tools, Enamelled Ware, Gasoline, Harness, Certain Manila Rope, Clothes Wringers, etc.—Marking Imports Regulations Cancelled

A number of changes of importance to the retail hardware trade of Canada, are made in connection with taxation and the tariff as outlined in the Budget presented by the Minister of Finance late this week. These changes are briefly enumerated elsewhere.

One of the most important changes is that of increasing the sales tax by 50 per cent. Formerly the tax on the sale by the manufacturer selling to the jobber was 1½ per cent. and on the sale by the jobber to the retailer 1½ per cent. making a total of 3 per cent. The new total tax will be 4½ per cent. or 2¼ per cent. on each of the two transactions. Formerly the tax on the sale of imported goods by the manufacturer to the jobber was 2 per cent. and now it is 3 per cent. The same applies on the sale from the jobber to the retailer making a total of 6 per cent. sales tax collected on imported goods before they reach the retailer. Under last year's Sales Tax the amount of $72,000,000 was secured.

E. M. Trowern, secretary Dominion Board of the Retail Merchants' Association, states that the association has received the increase in the sales tax favorably as a means of giving the government needed revenue. If confined to legitimate wholesalers and manufacturers and retailers not considered as manufacturers or wholesalers there would be no objection to the tax. Under the new increase the retail price to the consumer would have to be increased but in some cases it might work some hardship on the trade who have found it necessary to absorb part of this tax.

Prefer Straight Tax of 5 Per Cent

Early comment on the sales tax changes indicates that some wholesalers object to the difficulty of figuring the odd percentage of tax, they preferring to have it a straight 5 per cent. than the 4½ per cent. which will now be collected. A number of retailers interviewed expressed satisfaction with the principle of the sales tax, and were pleased that there had been no revival of any form of the luxury tax.

Reviewing the Budget speech generally, it is evident that there are reductions in duties on 50 articles, these varying from 12½ per cent. to 2½ per cent. There is only one increase, that of tobacco products. One of the outstanding features is the increase in the British preferential tariff on many articles giving some advantage to

Tax and Tariff Changes Affecting Hardware Trade

TAXATION CHANGES

Sales tax increased by 50 per cent.

Passenger automobiles 5 per cent. up to $1,200; 10 per cent. above $1,200.

Cheques, 2 cents up to $50; 2 cents on each additional $50.

Insurance, 5 per cent. on premiums paid unlicensed companies.

Telegrams and cables increased from 1 cent to 5 cents.

TARIFF CHANGES

Wrought iron tubing four inches and under in diameter is reduced 5 per cent. under both preferential and general tariffs. Tubing over four inches and not over ten inches is reduced 5 per cent. under the preferential tariff.

Tools are reduced 5 per cent. under the preferential tariff.

Harness is reduced 2½ per cent. under preferential tariff.

Dairy tin hollow-ware and cans for milk and cream reduced 2½ per cent. under preferential tariff and 5 per cent. general tariff.

Porcelain parts of pumps reduced from 20 per cent. preferential and 30 per cent. general tariff to free under all tariffs.

Gasoline over .725 specific gravity and not exceeding .750 is reduced from 2½ cents per gallon to 1 cent under general tariff.

Manila rope not exceeding 1½ inches in circumference is free of duty to all fisheries (at present free to lobster fisheries only).

Enameled ware. Reduced 2½ per cent. under preferential tariff.

Clothes wringers. 2½ reduction under both tariffs.

EXEMPTIONS

Articles exempt from Sales Tax have been increased and include the following: Manila fibre for use in manufacture of rope not exceeding 1½ inches in circumference for the fisheries; boats, bona fide purchased by fishermen for personal use in fisheries; materials for manufacture of boats for fisheries; fibre for use in manufacture of binder twine; fish hooks, lines, marlins, etc., for fisheries industry not including hooks, lines or nets commonly used by sportsmen.

MARKING OF IMPORTS

Regulation of those dealing with depreciated currency and those dealing with valuation of goods for duty have been cancelled.

other parts of the British Empire on such articles as tools, wrought iron tubing, harness, enameled ware. There are reductions in the general tariff on 16 articles.

In cancelling the Marking Act, Valuation of Goods Act and the Depreciated Currency Act the Minister of Finance explained that there had been much deception under these, particularly that dealing with the depreciated currency and that they did not accomplish the purpose for which they were intended. He stated that much good Canadian money has found its way to Holland and other countries through which importation into Canada has been made of these articles which would have been chiefly affected by such legislation. Boards of trade have been urging for some time that the depreciated currency regulations should be abandoned. Critics point out that with the value of the German mark at one-third of one cent as against a pre-war value of 24 cents and no regulations other than a general tariff in the way, that Canada is open to a flood of German merchandise.

"The regulations have denied the Canadian merchant the opportunity of doing direct trade and in obliging him to pay tribute to somebody else," said Mr. Fielding in regard to the effect of the foregoing regulations.

What Stamp Tax Brings

In placing a tax of 5 per cent. on automobiles up to $1,200 and 10 per cent. over that amount the idea has been to collect this tax according to the buyer's ability to pay. Cheques will require a 2 cent stamp if for amounts up to $50 and an additional 2 cents taxation will be required on each additional $50. The total clearings of Canadian banks last year exceeded $16,000,000,000 on which basis the tax would be about $6,400,000. The majority of cheques are below $50 so that the new tax will fall chiefly on big business. In a deal involving a cheque of $10,000 for instance the stamp tax would be $14 under the new provision. Bankers express the opinion that the new tax will tend to discourage payment of bills by cheques. Telegrams and cables which have been paying tax of 1 cent will have to pay five cents, and a 5 per cent. tax on premiums paid on insurance to unlicensed companies will be collected.

Wrought Iron Tubing

Among the tariff changes of interest to the hardware trade is wrought iron tubing which, in sizes four inches and under in diameter is reduced 5 per cent. under both tariffs while tubing over four inches and not over ten inches is reduced 5 per cent. under the preferential tariff with Britain only. This latter means a reduction in the tariff with Britain on wrought iron tubing over four inches and under ten inches of from 20 per cent. to 15 per cent. As to the effect this may have on the source of Canada's trade may be judged by figures of imports for eleven months ending February 1922 which show trade in wrought iron tubing 4 inches or less in diameter with the United Kingdom of $2,252 while that of the United States was $195,414. Approximately the same proportions also existed in the other sizes of tubing.

Tools

Tools are reduced 5 per cent. under the British preferential tariff. In this connection it is noted that imports for eleven months ending February 1922 are as follows:—From United Kingdom, $49,984; from United States, $706,228; Germany, $8,685; Sweden, $6,359. Total imports $773,136. It is evident that the idea is to give British trade some little advantage in view of the big proportion of business in this line now being done with other countries.

Reduction in Gasoline

A reduction is made in the tariff on gasoline over .725 specific gravity and not exceeding .750 from 2½ cents per gallon to 1 cent per gallon under the general tariff. In the eleven months ending February 1922 Canada imported gasoline over .725 specific gravity to the extent of 13,476,950 gallons valued at $2,511,520 from the United States. Combined with imports from Mexico and Peru imports of this grade of gasoline, as affected by the regulations, totalled 20,586,826 gallons valued at $3,240,405. Imports of gasoline under .750 specific gravity and not affected by the change were valued at $4,506,495.

Manila Rope

Manila rope which formerly was free from duty for use in traps for the lobster fisheries is now made free in sizes not exceeding 1½ inches in circumference for use in all fisheries.

Enameled Ware

Enameled ware is reduced 2½ per cent. under the preferential tariff which brings the rate on British enamaled ware down to 20 per cent. compared with 35 per cent. general tariff. Total imports of enamelled products for the eleven months ending February were as follows:, From United Kingdom $63,744; from United States, $702,122. Total imports $778,512.

Clothes Wringers

Clothes wringers are reduced 2½ per cent. under both tariffs. Imports of clothes wringers for the eleven months ending February totalled $9,619 from the United States, this being the only country exporting these to Canada in that year.

Exempt Goods Made to Special Order

Concerning the much debated question of the status of such retailers as tinsmiths for taxation purposes the

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WILL GIVE ANSWER IN NEXT ISSUE OF HARDWARE AND METAL

In the last issue of an electrical trade paper prominence is given editorial comment relative to the article which appeared in April 29 issue of Hardware and Metal entitled "Survival of Fittest in Sale of Electrical Goods." This contemporary has on several occasions within the past year made somewhat of an issue of the relations of hardware and electrical dealers to the sale of electrical appliances and the situation will be handled in detail in the next issue (June 3) of Hardware and Metal.

Lights on All Vehicles Make Business For Hardwaremen

DESPITE the fact that the Ontario Government recently declined to sanction legislation making it compulsory for all vehicles using the public highways to carry lighted lamps visible from both front and behind after dark, the movement is by no means dead. It is a live issue in many parts of the country and municipal action is being taken in some cases.

An announcement is made this week by the City of Toronto as follows: "Public notice is hereby given that the City Council of Toronto has passed a by-law requiring all vehicles using the public streets in Toronto after dusk and before dawn to carry lighted side lights plainly visible from in front of and behind such vehicles. This by-law to be in force on and after June 1, 1922.

The municipality of Riverside, Ont., and other municipalities in Ontario and other provinces have passed a similar by-law applying to buggies, wagons, bicycles, etc. The municipal councils of Windsor, Walkerville, Ford, Sandwich, Ojibway and others are now considering such action.

Here is a good chance for hardwaremen to develop business in lamps of various types applicable to the various vehicles which must carry them. By studying the regulations and

being able to give advice, as well as by urging local action to enforce such protective measures, the hardware merchant can play an important part in the matter.

Auto Accessories Find a Ready Sale

Display Case Facing Store Entrance Sells Many Automobile Accessories With Little Assistance From Salesmen—Arranging Office Where Proprietor Can Keep in Constant Visible Touch With Doings in the Store—New Fixtures Have Stimulated Business

"OUR STORE fixtures are now thoroughly modern — cabinet style cash register with a separate drawer for each clerk, automatic scales, natural oak wall fixtures, modern designed silent salesmen, telephone from offices to main floor and outside departments—and continued effort is put forth to keep thoroughly up-to-date with improved methods. Always with the idea of keeping overhead as low as possible, and efficiency as high as possible," said E. L. DeWolfe, president of the DeWolfe Hardware Co., St. Stephen, N. B., to Hardware and Metal.

At the time the company was incorporated, nineteen years ago, business was carried on in a small store a short distance from the present stand, but owing to expansion of business, larger premises were required. Nine years later the firm was able to purchase its present stand, which they then remodelled, making a retail store 30 feet x 60 feet, with a back warehouse 20 feet x 30 feet. It was at this time that many heavier lines were added to their stock, including lime, cement, hardwall plaster, building brick, fire brick, etc., and additional warehouse facilities were necessary. This was secured in separate buildings.

This accommodation carried the business through the next few years, but owing to continued growth it was found necessary two years ago to again add to the premises, and a two storey brick addition was built at the rear of the main store. A general remodelling of the retail store was also made at that time.

Elevated Office At Rear

In the changes made, the office was removed from the front of the store to an elevated position at the rear of the main floor. It now commands a view of the main store, as well as being closer connected with the warehouse section at the rear. Lighted on either side by large windows, further illumination is gained by the plate glass at the front of the store as only a glass partition separates store and office. With the intention of the firm to keep thoroughly up to date with improved methods, the store telephone system may be termed a feature of the office equipment. Sitting at his office desk, Mr. DeWolfe is at all times able to keep in almost personal touch with every transaction. For instance, if a customer enters he can see who it is, and what is asked for. If his personal appearance is necessary he can leave his office duties, but if the salesman can handle the situation with a little advice from the office, the telephone is brought into use.

Modern Show Cases and Fixtures

Tapered glass fronted silent salesmen occupy floor space from the front door down each side of the store. Cutlery, tools, auto accessories, flashlights and batteries, electrical appliances, etc., being displayed. Following on down the one side is the main counter backed by a wall fixture that extends the entire length of the front store. The usual line of shelf hardware, tools and house furnishings is shown in this department. "These show cases and wall fixtures seemed expensive at time of purchase. It seemed like too much money to expend for the sake of 'appearances.' However, we now realize that appearance was only one improvement made, and more efficient service is a more important factor. It was not long then until we added an automatic scale, and later followed by a cabinet style cash register," said Mr. DeWolfe, these changes being readily reflected in increased sales of auto accessories, etc.

Separate Departments Adorn Other Wall

On the other side of the store, immediately at the front, is the paint department, featuring also paint brushes.

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Realizing that many people need education to the fact that the hardware store can supply their requirements in auto accessories, the De Wolfe Hardware Co., St. Stephen, N. B., devote a showcase facing the entrance to accessories. Here are shown lamps, oils, tires, flashlights, tools, etc. Note the other special display racks devoted to seasonable lines.

Patterns For Y Pipe Branch

Written for Hardware and Metal by O. W. KOTHE, Principal St. Louis Technical Institute, St. Louis, Missouri.

TRADESMEN who follow the piping field meet with a multitude of irregular fittings.

In this case our branch is rectangle on the bottom and round at the top of bases, while it is flat on one side.

It can be arranged for a two way branch or a three way branch by merely adding another side branch similar to the one shown.

We first draw the elevation, making the base, and the diameters R and S to suit measurements.

Draw the half sections R and S and square lines to the base lines. Draw the lines from R to the corner B, and then build the lines from S to the miter A-11 as shown.

After this develop the half plan, making the half rectangle 3-C-B'-3' to suit measurements.

Strike section R' and develop the oval section S'.

From points in R' draw lines to the corners C and B'.

Then from each point in miter line of elevation as A-5-7-9-11 drop lines to intersect similar plan lines.

This enables drawing the miter line in plan and joining the lines from S' to it.

To develop the true section through miter pick the spaces as A-5-7-9-11 from elevation miter line and set at 3-11 on the run of M.

Drop lines and from each point in miter line of plan bring over lines to intersect ones of similar number.

This permits drawing the section M and N, which is the developed girth for developing the patterns.

The true lengths must now be developed. Observe branch S has several altitudinal heights.

So, from each point, as 1-2-3-4, 6-8-10 bring over horizontal lines to cross H-Y line.

In the same way bring over the lines from each rise in miter line as A-5-7-7-9-11.

With dividers pick the plan lines as C-1-2-3-4, also B-1-2'-3'-4', etc., and set from H-T.

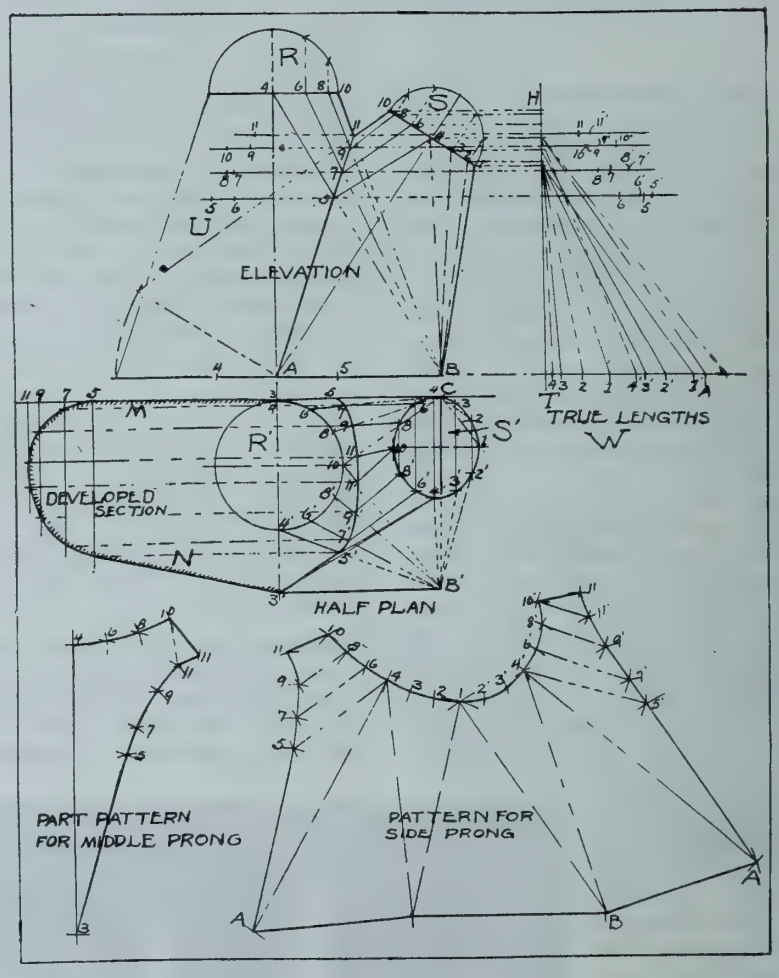
Then from these points draw lines to the altitudinal line which gives the true lengths.

The throat true lengths are developed in a similar way, and the true lengths for middle prong are set off the same as any ordinary fitting of this kind. These are shown at diagram U.

The patterns are set out by picking the girths for round bases from R or S, and the miter cut from M or N.

Each side is set out separately as each set of lines is different.

In fact, the plan lines and true length lines must be carefully watched so they are transferred into pattern exactly as they appear in plan. Laps must be allowed extra.



Patterns for Y Branch.

AUTO ACCESSORIES FIND A READY SALE

(Continued from Page 41)

A ledge about two feet wide extends along the front of these shelves, and this allows very fine display space for counter cards and other advertising material. It can also be utilized for goods when extra prominent display is desired. Below this ledge wider shelf room is offered for the larger sized paint cans in the paint department, and roomy quarters for surplus stock towards the rear of the store.

Auto Accessories Profitable

Adjoining the paint department, is the line of auto accessories, with a silent salesman placed immediately in front for further display purposes. This is a line which has been built up from a small beginning until it is now an extensive and profitable section. When asked for a reason for this steady growth, Mr. DeWolfe stated that he believed the appearance of the department was responsible for the larger part. Having these goods in a separate department, in full view from the front door, and every item well displayed, often made sales without much time necessary on the part of the salesman.

At the rear of this side, a line of kitchen utensils is shelved, including aluminumware, enameledware and tinware. Although at the rear, proper lighting is effected from the office windows besides from windows at the front. This, however, is assisted by white ceilings in the store throughout. When remodelling was under way, it was decided to use as much white paint as possible, and the bright cheery appearance can be readily seen in the accompanying photograph.

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Incubator In Window Hatches Chicks

Bunt's Hardware, Kingston, Ont., Employs Man With a Hobby for Chicken Raising to Give Expert Advice on Incubators and Brooders—Sumner Co., Moncton, Play on Slogan of Increased Production and Economy of the Times.

"A CHICK from every hatchable egg," is one of the slogans that are being used by Bunt's hardware, Kingston, Ont., in the sale of incubators, and judging by the amount of business that Mr. Bunt has been able to secure in the four years, he has been selling incubators he has certainly been able to "deliver the goods," to use a time-worn phrase.

There are many who claim that a hardware merchant cannot sell incubators. Mr. Bunt has the unique experience of being the only hardware man in Kingston to handle incubators, and in four years he has shown just what can be done. Interviewed by a representative of Hardware and Metal, Mr. Bunt reported business good, despite the hard times and so much unemployment.

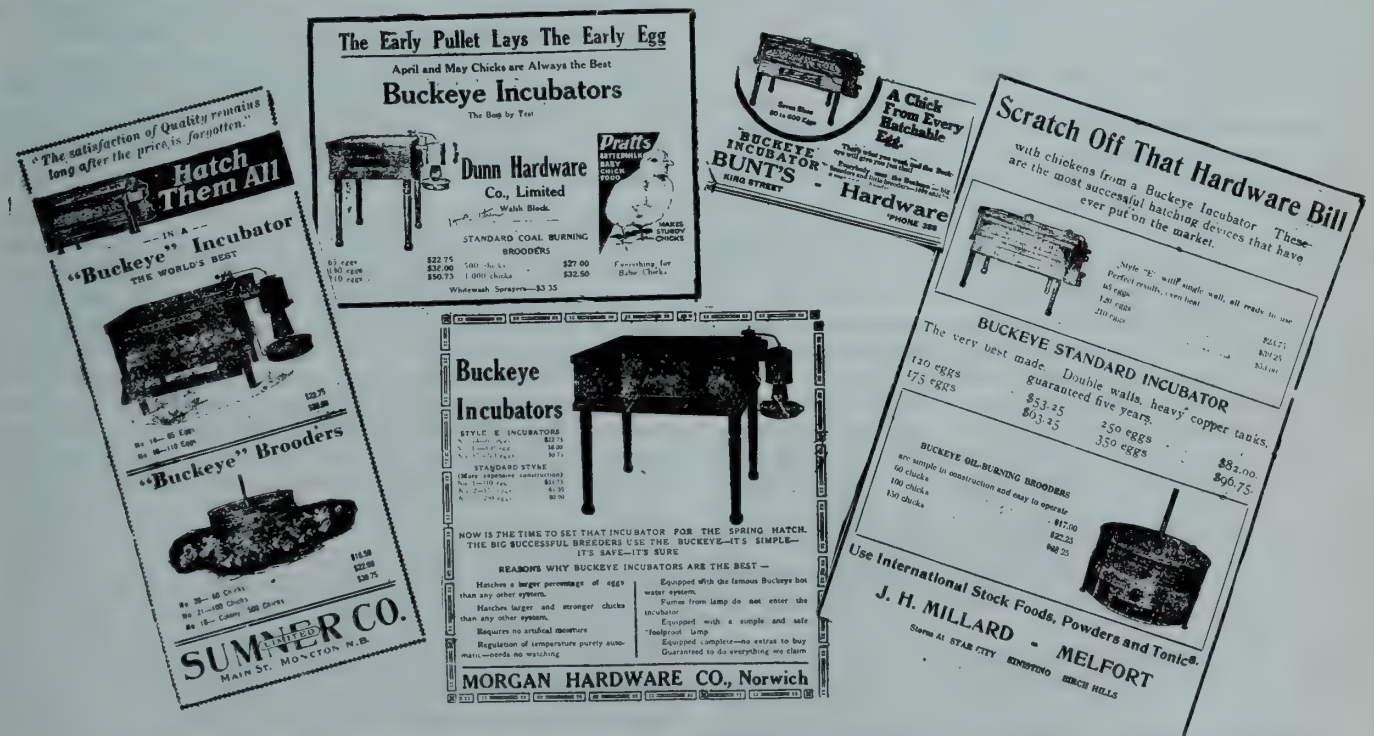
Mr. Bunt pointed out, in a very interesting interview, that to make a success of the incubator business, one must be greatly interested in the work of the incubator itself. Special attention must be given to demonstrations and displays. Mr. Bunt is keen on the question of incubators, and he is fortunate in having on his staff a man who makes this kind of work his "hobby" and this enables the very best service possible.

A short time ago Mr. Bunt created much interest in a demonstration carried out in one of his shop windows, when he worked his incubator and hatched out the chicks there. It required a great deal of time and attention to put this "stunt" over, but it was carried out with great success and did much to stimulate business. It was a real novelty in the way of advertising and many were the favorable comments heard on all sides about it.

At the present time, Mr. Bunt has an incubator in one of his shop windows and he also carries good space in the local newspapers. He is a firm believer in printer's ink.

Sumner Co., Moncton, N. B., have been handling incubators for about six years.

"We have found the incubator business a very satisfactory one and our sales have increased from year to year. We only stock regularly two sizes, the No. 14, 65 egg and the No. 16, 110 egg, although at different times we have had special orders for larger ones. We also carry brooders in corresponding sizes, No. 20 which handles 60 and the No. 21 which handles 100 chicks, also the No. 18 brooder which has a capacity up to 500 chicks. We have never handled any accessories for the chicken raising business except chicken markers and poultry netting, and of course, the thermometers and other supplies for certain machines," said G. V. White of this firm.

"We have used no particular advertising for this except to feature incubators in the newspapers in the spring together with cuts of both and a general write-up on their hatching abilities. During war times we used the slogan of increased production to some extent. We have at different seasons put incubators in the windows and had the chickens hatched out there, but of recent years found it more satisfactory, on account of the changing temperature of the window, to set our incubators somewhere else and place brooders in our windows and remove the chickens to these as soon as they were hatched from the eggs. We generally make the balance of the display up with machines and window trim material furnished by the company. These we have found made a very attractive window especially around Easter."

Group of ads showing how various hardware firms are advertising incubators and brooders. Ads are by Sumner Co., Moncton, N. B., Morgan Hardware Co., Norwich, Ont., J. H. Millard, Melfort, Sask., Bunts Hardware, Kingston, Ont., and Dunn Hardware Co., Ingersoll, Ont.

Hardware and Metal

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The Budget

THE LONG awaited Budget of the Minister of Finance has just been presented at Ottawa and some reassurance is already felt by the fact that it is much less radical than the provisions of some other Budgets of recent years. The measures outlined in this year's Budget are simple in the extreme, in many respects being but an extension of principles which have been in use for some time and with which business men have become acquainted.

Perhaps the most important change with a direct bearing on the trade is the increasing of the sales tax fifty per cent. This impost has not worked out as smoothly as might be desired in some ways and action will be welcomed toward establishing a definite policy. In many cases it has been found necessary for retailers to absorb this tax, being unable to pass it on to the consumer in some lines, notably those carrying a more or less fixed re-sale price.

Then there are a number of interesting tariff revisions under which reductions are made either in the British preferential or general tariffs, or in both, on tools, wrought iron tubing, gasoline, enamelled ware, certain hollow ware, harness, clothes wringers, pump parts, etc. In practically each case the changes have been along the line of encouraging British trade, this being due to the fact that the great bulk of trade in such lines has been with other countries.

The cancellation of the Marking of Imports regulations, Depreciated Currency Regulations and Valuation of Goods Act, removes a source of much worry and trouble to impending investigation. While there was a distinct purpose for pending investigation. While thee was a distinct purpose for each of these regulations, practice has shown that they have not been adequate to cope with the situation. Merchandise which was expected to be barred out by such regulations has been coming through Holland and other countries and thus escaping the force of these regulations. Some better means will have to be found to meet this difficulty if it is desired to bar the import of such goods.

Farmers have been given a large measure of consideration under the regulations, and as result should be helped greatly to recovery; thus be in better position to meet their payments and be in position to procure their requirements. This in turn will help general business greatly.

There are many points to be smoothed out in the application of the regulations and if readers have opinions to be expressed after a study of the regulations elsewhere in this issue, the Editor will be pleased to hear of them.

Improving Prospects

THAT INDUSTRIAL conditions on this continent, even at the peak of the depression, were not as bad as was commonly thought, is the opinion now being set forth by certain students of economics. In this connection it is interesting to note that the average industrial production at the time of the depression was at the rate of seventy per cent., compared with normal, and is now about 95 per cent. Published statistics of industrial operations, unemployment, etc., have made the situation appear very bad because of the tendency to compare these conditions with those of the war-time boom when production of existing plants as well as that of new plants was greatly stimulated to meet requirements.

Thus a comparison of present industrial conditions with those of normal times would, it is claimed, show current conditions to be much more favorable than is generally supposed. Actual suffering due to unemployment has not been as aggravated recently as in former times of depression, and now that excess stocks of all kinds have been generally disposed of manufacturing output is being gradually increased. No outstanding improvement is anticipated until export markets develop and until the spending power of the individual has increased, but meanwhile there is a steady and increasing demand for necessities such as hardware, and the outlook in export markets is reported by a number of Canadian manufacturers who have recently returned from abroad to be greatly improving. This will no doubt encourage manufacturers to produce with assurance that any overloading of the domestic market which would ordinarily be experienced can be taken care of by export trade.

THE LIGHTS on all vehicles recommendations which the Ontario Government recently declined to sanction because of the alleged danger in barns of handling coal oil lamps, has been revived and enforced in certain municipalities in Ontario as well as in other provinces, and is being widely considered throughout the country by municipal councils. This is a most important measure for protection and as well it offers a field for business in various types of lamps suitable for various vehicles which hardware merchants can develop.

THAT THE anti-combine legislation which the Attorney General of Ontario endeavored to have passed at the present session is not considered acutely necessary by the legislators in the larger sphere at Ottawa is indicated by the answer given a member this week in the House of Commons when he enquired as to the number of prosecutions against trusts and combines in Canada from 1909 to 1922. The answer was that there were no prosecutions in that time under the Combines Investigation Act but that one investigation had been conducted by a board appointed by the Minister of Labor. The existing law is confined to the provisions of the Criminal Code.

THE STEADY improvement in the steel industry which has been outlined in recent issues of Hardware and Metal is confirmed by information secured this week from Robert Hobson, president of the Steel Company of Canada, who advises that not only is there a continuation of a better demand for small steel but that the building revival throughout the country is being reflected in orders for heavier products. The West is also said to be coming into the market for steel of all sorts indicating an improvement in buying conditions in that section of the country.

For the Man Behind the Counter

Customer is Master, Salesman is Servant

Studying the Art of Salesmanship is Interesting and Profitable—In Rapid Growth of Retail Distributors the Fine Points of Selling Have Been Frequently Neglected

ANY MAN who will, may become a good salesman. This is true, but it is not any easy thing to become a good salesman. Just how to make known what good salesmanship is would be a heavy task, but it may be taken for granted that a good salesman is among the "top-notchers."

Salesmanship is a profession. It can be learned just about as easily as law, medicine or any of the other professions, and it cannot be learned any easier. Like any other profession, it requires persistent and arduous application to master it, and to keep posted in its newest phases and developments.

These men are paid to be agreeable and polite; to dress in a manner befitting the establishment; to make friends for the store by their affability. The wares, or the prices placed upon them are expected to effect the sales.

Educated in Smaller Stores

On the other hand, many of the so-called salesmen are getting their education in the smaller stores under men who have no inclination or ability to instruct properly the apprentices under them.

The man who wants to become a good salesman must do so by his own efforts. If he is ambitious and willing to give the time to the study he may succeed in spite of all things that combine against his success. It all depends upon his own endeavors.

There are three things a man must know before he can become a good salesman. These are: Himself, his wares and his customers.

First of all, he must study himself. Very few men know themselves although most men think they do. They do not.

To become a successful salesman a man must be able to govern his thoughts and control his actions. He must have a good impression on his customer and he cannot do this if in any way his actions create in the mind of his customer the slightest degree of antagonism.

He must study his appearance and make it pleasing. He must study the very expressions of his face. He must be able to assume all the appearance of surprise, pain, joy, sympathy, respect and a host of other emotions.

He must be able to concentrate his thoughts upon the thing in hand. He must be able at will to exclude all other thoughts from his mind. If his thoughts are allowed to dwell upon outside subjects his magnetic force is divided and becomes greatly lessened in power if not negative in effect.

He must cultivate good taste and judgment. Good taste more especially in respect to his personal appearance and dress. A careworn face or one showing signs of dissipation has a marked negative effect upon his customers. So also has the appearance of lack of taste in his dress.

Personal Attributes

The pleasing man will have a cheerful countenance, a clear eye, a clean-shaven, well-groomed face and a neatness in dress that will at once place him, in the customer's opinion at least, among that class of men in whose company cultivated persons like to be seen.

He must cultivate good judgment in the choice of friends. Our likes and dislikes, if allowed to rule us without restraint, are sometimes prone to work evil for us. A salesman should never condescend to lower himself in his own estimation in choosing companions of a lower order of morality, culture or refinement. If he does he will eventually lower himself to their level in the sight of others, if not in reality.

The salesman must cultivate his voice. He must be able to modulate his tones to harmonize with his thoughts and with the feelings of his customers.

He must study correct modes of speech. He must study to put his thoughts into pleasing sentences. He must study to make his sentences produce logical arguments.

He must recognize the fact that he is the servant and that the customer is the master. He is at all times open to all sorts of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. It is in these situations that tactful control of himself will win a reward in the end.

The second proposition is important. He must study his wares. It is only the man who knows what he is selling that can reach above the average in sales.

The street vendor and itinerant peddler is usually a salesman of considerable ability. This is due in some measure to a knowledge of his wares. He knows the good points of the article he has for sale. He has learned by constant contact how to present these good points and to keep them to the front, to present them in such a way that they overshadow all the weak points.

Many men behind the counters not only fail to recognize the good points in the goods they have to sell, but see looming up largely before their mind the weaker points. A well-balanced mind would not allow this state of affairs.

Must Know His Customers

Lastly the salesman must know his customers. This is an easy task after he has mastered the story of himself. We are all human. All have, more or less, the same emotions and the same method of expressing them.

Psychological experts can read the human mind like an "open book," because they have learned to read the expressions of the face, the effects of the emotions on the face and physical form of man. The salesman must make almost as exhaustive a study of his customers as the professor of psychology does of mankind.

The art of control, which is recommended to the salesman, is practised by so few that he will have a chance to read the public with little effort. Once he knows the feelings of a customer towards his goods and himself he is in possession of the means of securing sales.

All this may seem formidable to the unpractised salesman, but rest assured that once this study is undertaken it will be continued for the fascinating disclosures that are being made every day. The study is both profitable and pleasing.

Salesmanship is a profession and requires persistent tudy.

"Order Takers" must now train themselves in salesmanship in order to make progress.

Some of the necessary personal attributes.

Study wares, line up sales arguments and learn to present them in the most forceful manner.

Events in the Trade

BUSINESS CHANGES

Toronto.—Frank Heyworth has sold his hardware business to J. A. Richardson.

Windsor.—Wall & Lefevre (Wyandotte Hardware) have sold out to Laird and Laird.

Goderich, Ont.—Chas. J. Harper has sold his hardware business to H. B. M. Tichborne.

Walkerton, Ont.—A. P. Johnston, hardware, has sold his business to A. J. Fehrenbock.

Clinton, Ont., The hardware and store business of Harland Bros. has been sold to Messrs. Ball, Atkinson and Zaphil, furniture dealers of this town. The new firm to be known as "The Clinton Hardware and Furniture Co."

C. H. Maybee has bought the hardware store, stock and dwelling from W. S. Gordon, at Sydenham, Ont. Mr. Maybee was with James & Reid of Perth for about seven years, having learned his trade with them. For the past three years he was in Bellevi le in the Divisional Offices of the Grand Trunk.

FIRE LOSS

Ottawa, Ont.—Gray Harvey Co. Ltd., wholesale and retail hardware, suffered fire loss.

OBITUARY

Brockville.—William A. Reid, a native and continuous resident of Brockville, died aged 78. The deceased was associated with his brother in the hardware business for many years.

W. G. Charleson, who was in the hardware business in Ottawa for many years and known to the craft throughout Ontario and Eastern Canada, died in Toronto, following an attack of pneumonia. Mr. Charleson's home was in Ottawa. A kindly, genial gentleman, ever willing to serve and help, with a reputation for unimpeachable integrity in all his undertakings, Mr. Charleson was a splendid type of business man. Born in Quebec in 1867, he accompanied his parents the late J. B. and Mrs. Charleson, when they moved to Ottawa thirty-five years ago. He engaged in the hardware business and opened a store on Rideau street. It was located in a two-storey stone building, which was one of the landmarks of Ottawa for many years, until torn down to make way for a new departmental store. Mr. Charleson disposed of his hardware business ten years ago, to the firm of Gray-Harvey, and entered the contracting business.

NEW FIRMS

The Cousin Hardware Co., will commence business at 185 Danforth Ave., Toronto, within a few days, having taken over spacious premises. A brief announcement was made of this in a recent issue of Hardware and Meal, but due to a lack of detail it was mentioned that this was an American firm, this being due to the fact that Mr. Cousin has been in the hardware business in Detroit. Mr. Cousin advises that he is a Canadian having been in business in Detroit only the past twelve years.

ONTARIO INCORPORATIONS

Barwich Radio Co. Ltd., head office Hamilton, capital $40,000 to deal wholesale in radio-telephone parts and sets.

National Radio-Home Service Corporation Ltd., head office Toronto, capital $100,000 to manufacture and deal in hardware and metals, electrical and mechanical appliances.

RADIO FIRMS AMONG INCORPORATORS

The issue of this week's Canada Gazette announces the incorporation of three new companies in the Border Cities.

The largest of these is the Dominion Radio Corporation with $70,000 capital stock, which company is authorized by its charter to sell, import and otherwise deal in wireless telephone receiving and sending apparatus and the machinery for manufacturing same.

The Canadian Batteries Containers Corporation, Limited of Windsor, with capital of $50,000 authorized, includes as directors of the concern, Arthur E. Thompson, of the Thompson Auto Company, Albert A. Little, builder and several Detroit men.

WRENCH FACTORY FOR FORT WILLIAM

Ft. William, Ont.—The York wrench corporation is the name of a new industry that is to be located in Fort Willima, devoted to the manufacture of the York wrench, the invention of Percy York, a Fort William boy. The head factory is in Duluth.

T. P. Kelly and H. Frawley, of this city, have taken over the manufacturing rights for Canada, and the Canadian headquarters will be established here.

The York wrench, which was invented by Percy York, in 1918, has a 16-inch handle which gets in behind those parts of machinery which are obstacles to ordinary wrenches. The wrench is especially suitable for automobile repairs

WELLAND TO HAVE CUTLERY FACTORY

Welland, Ont.—Welland is to have a cutlery factory. This week the deal was closed whereby the recently organized company known as "British Empire Cutlery Corporation, Limited," took over the plant of the Fulton Motors. The parent company is the Cling Cutlery corporation of New York City. They are financing the new concern.

The company hold world patents. The local plant, which will employ from 100 to 150 skilled mechanics will manufacture in the main scissors.

Four Welland men will be identified with the corporation. C. T. Grantham is Chairman of the Canadian Board of Directors and he will have with him Hon. Richard Harcourt and Col. L. C. Raymond, with another yet to be named.

NATHAN BRENNER IS FREED

Nathan Brenner, who on March 2nd was sentenced to two years, less one day, on four charges in connection with N. Brenner & Company, Limited, metal dealers, Toronto, has been released from the jail farm.

Nathan Brenner's son, Meyer Brenner, was sent to Kingston penitentiary for seven years on each of six counts, the terms to run concurrently.

Meyer Brenner is still at Kingston.

The sentences, while imposed on March 2nd, were directed to begin from Feb. 9, 1922. The release of Nathan Brenner is said to be due to ill health and advanced age. Full details of this case were outlined in Hardware and Metal.

GOV'T SETTLES STEEL COMPANY CLAIM

Montreal.—Judgment was rendered by Mr. Justice Audette in the Exchequer Court of Canada, confirming a settlement for $4,500,000 of the action instituted against the Federal Government by the Dominion Iron and Steel Company for $10,964,000.

The company's claim arose out of the huge war contract which the Government gave the company in 1919 for 250,000 tons of ship plates. When less than 50,000 tons of the plates had been rolled the armistice came and the Government had to cancel the balance of the contract, acknowledging its obligation.

The Government had paid $3,000,000 on account of the claim some time ago, and an Order-in-Council of May 20, authorized a complete settlement of the whole matter upon a further payment of $1,500,000.

TO RUN FIVE DAYS A WEEK

St. Catharines, Ont.— The Welland Vale Manufacturing Company gave notice to its employees that the plant would in future begin to operate five days a week. The company has been running only three days for some months past.

START PRODUCING BOLTS

The Montreal Bolt and Forging Co., expect to start operations this week. The company will produce all kinds of machine, carriage, and other rough finished bolts as well as lag screws, etc. By the end of May all departments will be in operation.

MUST INSTALL MIRRORS ON MOTOR TRUCKS

London, Ont.—Chief of Police Thomas Groves is issuing a warning to the drivers of motor trucks and all commercial vehicles that they must install mirrors to enable them to view the traffic behind. Some of the commercial vehicles in the city are not conforming with this regulation.

HARDWARE MERCHANTS EXHIBIT AT FAIR

Over thirty retailers including a number of hardware merchants had exhibits at the North Toronto Exhibition which was largely attended, under the direction of the North Toronto Business Men's Association. Next year it is planned to have a much larger exhibition owing to the glowing reports of increased sales by each merchant since the exhibition was commenced.

NEW MONTREAL INDUSTRY

The firm of Kelvin, Bottomley & Baird of Glasgow, Scotland, have just established a branch company in Montreal under the name of Kelvin, Bottomley & Baird (Canada), Ltd. They will manufacture their line of navigation instruments. Drummond, McCall & Co., who have up until now acted as agents for this firm, will continue to be intimately connected with the new company.

WILL ABOLISH 12-HOUR DAY IN U. S. STEEL INDUSTRY

Abolition of the 12-hour day in the U. S. steel industry was favored by 41 steel company executives from all parts of the country, who were guests at the White House, of President Harding, who broached the subject to them.

A committee of five steel men to be appointed by Elbert H. Gary, Chairman of the Board of the United States Steel Corporation, acting in the capacity of the President of the iron and steel industry, will undertake to form ways and means of meeting the Administration's request for doing away with long hours of labor that have been a subject of controversy between labor and management in this industry.

GOOD RESULTS FROM CASH SYSTEM

Picton, Ont.—An announcement this week in the local press is as follows:

"Last week was another great one for Carter Bros., and it is pleasing to chronicle that they waited on 431 more customers than on the corresponding week of a year ago and their sales were $471.13 greater. This proves how the public at large appreciate the lower prices that this firm's cash system give them."

LOOK FOR TRADE WITH NEW CHINA

Evincing an eagerness to establish their products in the steadily-growing markets of the Orient, several local manufacturers conferred with G. A. R. Emery, a Canadian trade commissioner who leaves for Shanghai, China, at an early date.

Local manufacturers who saw Mr. Emery showed a strong desire to broaden their export trade, and stated that they looked upon the Orient as one of the best world markets of the future. Manufacturers of steel goods, tinware, wire fencing, roofing material, farm implements, brushes etc., are especially interested in the Eastern export trade.

OBITUARY

Belleville, Ont.—John Wilson Walker, veteran hardware merchant of this city, is dead after a lingering illness. He was born here in 1846 and had spent his entire life in this city. In 1868 he entered the hardware business, and about two years ago retired from active participation in business. He leaves his wife and two sons, Major Harry W., of this city, who won distinction in the war, and Clifford C., who has been engaged with him in the business.

LATE JOHN W. WALKER

Hardware Merchant, of Belleville, Ont., for fifty-four years, whose death is announced. He retired from active business two years ago.

POST OFFICES TO ALSO ISSUE RADIO LICENSES

It is announced that after June 1, radio receiving licenses will be issued through the Post Office Department at Ottawa, as well as through the radio branch of the Naval Service department. Hitherto, all licenses were issued through the latter department, but as a convenience to the many new and prospective radio users throughout the country, arrangements are being made to have licenses issued through the post offices in the chief cities and towns throughout the country. The licenses will not be obtainable at the smaller post offices. An earlier report that the issuing of the licenses will be turned over to the Post Office department entirely, is incorrect.

It will still be possible to obtain licenses directly through the radio branch of the naval service. The fee will be the same as heretofore—one dollar annually.

WESTERN ONTARIO NEWS

W. R. Patterson of the Winchester Repeating Arms Co. called on the Montreal trade this week.

John A. Brownlee, London, Ont., has been awarded contract for sheet metal work in connection with remodelling buildings of the Institute of Musical Arts.

The funeral of John T. Harland held at Clinton, Ont., last Saturday was very largely attended, deceased being one of the oldest and most highly esteemed merchants of the district. He had been in the hardware business in Clinton since 1867. He was one of the oldest and most active members of the Lawn Bowling Club.

HARDWAREMEN ADDRESS SALESMEN

Hamilton, Ont.—Commercial salesmen of this city held a luncheon which was largely attended. R. M. Moncur was in the chair and addresses were given by A. L. Boyd of the Sheldon School of Salesmanship, Toronto; C. M. Canfield of Bird and Son, and Harry Allen of the Libbey Owens Glass Company, this city. Mr. Canfield spoke of the bright outlook for industry, especially for roofing, and Mr. Allen spoke on the methods of making window glass, and stated that his firm expected before long to be making plate glass. Mr. Boyd gave a thoughtful address on salesmanship, in which he emphasized the need of honest dealing and personality.

He stated that salesmen should remember, first of all, that service was the first essential and health was another great need, as a man could not give his best while in ill-health. Asking what "profit" was he stated that this could be neither greater nor smaller than the service rendered, and could not be measured in dollars and cents. Money was one of the ingredients, but honor and respect were others equally important.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Hardware Activity Well Maintained in B.C.

One Hardware Merchant Reports Turnover 6¼% Less Than Last Year But Prices Are 17½% Less —Good Movement of Seasonable Lines With Improved Deliveries From the East

VANCOUVER.—Decidedly warmer weather on the coast has had the effect of inducing the movement of seasonable lines of hardware. This includes refrigerators and ice-cream freezers which are selling at about ten per cent. less than last year at this time, as well as lawnmowers and garden tools of all kinds. Spring activities which have been delayed up to the present by backward weather are now in full swing and retailers are feeling the effect in somewhat better sales, although little better than a year ago. The building in the suburbs which is keeping up steadily, has meant a good market for building hardware and house furnishings. Deliveries are coming well from the east and there is not the trouble which was more or less experienced in 1921.

One prominent retailer discussing trade conditions with Hardware and Metal said that his business for April was only six and a quarter per cent. less than the same month of last year but he drew attention to the fact that prices on the whole, were approximately seventeen and a half per cent. less now. He further stated that in practically all lines, there was a good average sale and he expected it to remain so. City trade has shown an improvement during the last week and this is fairly general.

Business developing on Vancouver Island is not what it should be, say distributors and jobbers. They attribute the cause in part to less coal mining activity, the mines being reported to be working on a fifty per cent. time basis.

There has been a fair demand for camping equipment in view of the approach of the holiday season.

There is no perceptible improvement in trade in the Okanagan and wholesalers do not look for anything bordering on an increase until part of the coming crop is marketed. Fruit trees throughout the valley have come through the winter well and ranchers are fairly optimistic. It depends on the marketing to a large extent and on account of what is termed as the "debacle" of last year, there is still some misgiving as to the future.

Collections in some districts are gradually improving although this does not apply to the interior. A close watch is being kept on city accounts which are being fairly well met.

Price changes have been negligible and there have been no trade adjustments of any account. One of the department stores has been making a special of flatware. For instance coffee and tea spoons are on the market at $1.50 per half dozen instead of $2 the regular figure; dessert forks and spoons at $2.75 against $4; and butter knives at 65 cents instead of a dollar.

At a cost of $250,000 the Consolidated Mining and Smelting Company will instal a copper rod mill at Trail. This is said to be the first effort to further manufacture copper products of British Columbia although the production has ranked high for many years, in the total for the Dominion. Much importance is attached to the company's announcement as the results are expected to be far-reaching. It is believed here that the completion of the plant will enable companies manufacturing electrical equipment to compete and sell their products in the world's markets, including export across the Pacific.

WESTERN CANADA NOTES

D. S. McLachlan, retail hardwareman of Armstrong, B. C. has been succeeded by Manville and Sons.

Jas. Hossack, sales manager of the Lufkin Rule Co., has been in Vancouver this week making the rounds of the jobbing trade.

Another Oriental hardware concern has started up business in Vancouver in the name of the Ming Wo Hardware Co. Wong Chew Lip is one of the principals.

R. J. Douglas, director of the Canadian Industrial Alcohol Co. of Montreal has been on the B. C. coast this week. He also visited Victoria before returning east.

IMPORTANT CHANGES IN TAXES IN TARIFF

(Continued from page 40)

regulation says, "The excise taxes specified in this section shall not be payable on goods exported or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail provided that the tax as specified in this section shall be payable on sales of goods manufactured for stock by merchants who sell exclusively by retail.

Rates of Duty Now Applicable

Under revised regulations the following rates of duty are applicable to certain hardware lines; Glass decanters, bottles, demijohns, flasks, phials, glass jars and glass balls, lamp chimneys, glass shades or globes, cut, pressed, molded or crystal glass tableware, decorated or not; blown glass tableware and other cut glass, British preferential tariff 20 per cent., intermediate tariff 30 per cent., general tariff 32½ per cent.

Dairy tin hollow-ware including cans for fresh milk or cream, kitchen tin hollow-ware, not painted, decorated or japanned, British pref. 12½ per cent., intermediate 17½ per cent., general tariff 20 per cent.

Enameled Ware

Enameled ware, agate, granite or enameled iron or steel ware, British pref. 20 per cent., intermediate tariff 27½ per cent., general tariff 35 per cent.

Tools

Under tools come, adzes, cleavers, hatchets, metal wedges, sledges, hammers, crowbars, cantdogs and track tools, picks, mattocks and eyes or poles for same, tools of all kinds n. o. p. British pref. 15 per cent., intermediate 27½ per cent., general tariff 30 per cent.

Harness

Harness and saddlery, British pref. 17½ per cent., intermediate 27½ per cent., general 30 per cent.

Hose

India-rubber clothing, rubber or gutta percha hose and cotton or linen hose lined with rubber, rubber mats or matting and rubber packing, British pref. 20 per cent., intermediate 30 per cent., general 35 per cent.

Clothes Wringers

Clothes wringers, British pref. 20 per cent., intermediate 30 per cent., general 32½ per cent.

Incubators, Etc.

Fruit or vegetable grading machines, incubator, brooders, pruning hooks, pruning shears, post hole diggers, and other agricultural implements, British pref. 10 per cent., intermediate 15 per cent., general 15 per cent.

Says Western Optimism is Justified

Hardwaremen on Trip Through Western Canada Say Coast Trade is Benefiting by Brisk Building—Edmonton District Benefits by Large Shipments to the North—"Hand to Mouth Buying May Continue Until About July."

WINNIPEG. — Taylor Webb, of Bissett & Webb, manufacturers' agents, has returned from a trip through the four western provinces, having made the trip with a view to getting first hand information on trade prospects and conditions. On this particular trip Mr. Webb met H. B. Greening, president of the B. Greening Wire Co., of Hamilton, also D. F. Griffith, general sales manager for the B. Greening Wire Co. Mr. Griffith and Mr. Webb met Mr. Greening at Seattle, Washington, and called on the general hardware jobbers at Vancouver and Victoria, Calgary, Edmonton, Saskatoon, and Regina. Trade conditions in Vancouver were said to be normal with an optimistic feeling with regard to the future. Vancouver is at present enjoying some very brisk building operations in the district known as Point Grey. Complaint, however, was made on account of the backward conditions of the season, the weather being unusually cold for the season, and therefore retarding growth. At Calgary similar weather conditions existed but the trade reported optimistically and favorably as to there being sufficient moisture throughout both northern and southern parts of Alberta.

On arrival at Edmonton a wet snowfall of five inches was found to be general. This augmented the optimism with regard to there being sufficient moisture to help seeding conditions. The wholesale hardware trade at Edmonton reported favorably on business conditions, largely the result of shipments to the extreme northern districts. Saskatoon and Regina reported a steady sorting business of a very satisfactory nature.

Hand to Mouth Buying

Summing up the entire situation, Mr. Webb is of the opinion that the "hand to mouth" policy of purchasing on the part of the trade in general is being very strictly adhered to. This condition not only applies to the retail trade but to the jobbing trade as well. The consensus of opinion on the part of both the retail and jobbing trade is that by July 1st or thereabouts, if general crop conditions are favorable, the resumption of activity in buying will take place. It must be taken into consideration that there is a great need on the part of the consumer for many lines of merchandise and the satisfying of these is being restricted on account of the consumers' diminished purchasing power. The majority of stocks in the hands of both the retailers and jobbers are far below the normal size.

Many eastern manufacturers, owing to the lack of bookings of anticipated requirements on the part of western jobbers, have largely restricted their output and have not felt justified in manufacturing any great surplus, if indeed they have any surplus.

May Be Congestion

In view of these circumstances it would appear that the accumulation of orders will later result in congested conditions at the factory, causing considerable delay in the filling of orders. It appears to Mr. Webb that in view of these circumstances it would be wisdom on the part of both the retail and wholesale trade, as soon as circumstances justify, for them to purchase their requirements so as to insure reasonably prompt shipment and to avoid the loss of business caused by not having the necessary merchandise on hand to take care of the business offering when the expected resumption of activities shall take place. On the whole the general feeling throughout the west is one of characteristic optimism, but this year conditions are said to be of such a nature as to warrant this optimism.

AN ODD COINCIDENCE

In a recent issue of Hardware and Metal in the column headed "Twenty Years Ago," a news item appeared as follows: "Taylor Webb, Toronto representative of Thomas Davidson Mfg. Co., Montreal, in Manitoba and the West, has just returned from a three months' trip over his territory." By an odd coincidence Mr. Webb twenty years later to the exact month has just returned from a special trip through the Western provinces and has again provided Hardware and Metal readers with a summary of Western conditions as a result of his observations.

COPPER ROD MILL STARTS AT TRAIL, B. C.

Among the outstanding enlargements of the industrial horizon of British Columbia is the installing of the copper-rod mill at Trail by the Consolidated Mining & Smelting Company at a cost of $250,000. This is the first effort to further manufacture of copper products in British Columbia, although the copper production of the Province has for years ranged high in the total of the Dominion.

"The ultimate results of this should be almost as far-reaching in the copper industries as the establishment of a steel-rolling mill would be in the steel industry," Major Martyn says.

"Wire and nail works could at any time commence manufacture of copper wire for local or export use. Further development in this line should produce immediate results, and make it possible for companies manufacturing electrical equipment in British Columbia to compete and sell their products in the world markets. It is a comparatively easy and inexpensive matter for electrical firms to put in the necessary insulating equipment for handling wire in the manufacture of electrical appliances."

RETAIL ORGANIZATION STRONG

Provincial President J. T. Crowder, of the Retail Merchants Association, was the main speaker at a dinner of the Automotive section of the R.M.A. in the Grosvenor Hotel. In the course of his remarks dealing with the activities of the larger organization, he said: "You are a strong enough organization to dictate even to the Standard Oil Company if you had a just grievance." Mr. Crowder told his hearers also that the R. M. A. did not believe in class government, instancing the case of the farmers' government in the Province of Alberta.

He said: "You might as well have a bakers' government at Victoria or a clothiers' government in the City of Vancouver."

AUTO ACCESSORIES READY SALE

(Continued from Page 42))

Warehouse and Basement Houses Heavier Lines

The added space afforded by the addition at the rear offers plenty of room for the heavier lines, such as all kinds of pipe fittings, piping, a full line of iron and steel, nails, roofings, traps, horseshoes, etc. By having these on the main floor, extra handling is unnecessary, whereas formerly many of these lines were stored in the basement. The basement is now used for such lines as oils, glass, rope, etc., six oil tanks being installed. On the second floor of the warehouse surplus stocks are carried, easy access being gained by a stairway from the rear of the main store.

Government Not Alarmed About Combines

Anti-Combine Legislation in Ontario Apparently Unnecessary Judging by Report Given to Member of Parliament

OTTAWA.—Evidently the government at Ottawa is not worrying its head over anti-combine laws. That it does not consider the land is alive with combinations in restraint of trade, and that it is not preparing to hold any investigations to determine whether or not the trade is doing the square thing with the public in regard to prices, was gleaned from the answers to a number of questions put in the House by T. L. Church, M.P., a few days ago.

Mr. Church asked: "What prosecutions have been made, and how many each year, against trusts and combines and combinations in restraint of trade in Canada, from 1909 to 1922."

Hon. Mr. Murdock, Minister of Labor, replied:

"As regards prosecutions under federal legislation, no prosecutions were held against trusts and combines and combinations in restraint of trade in Canada from 1909 to 1922, but under the Combines Investigation Act, which received the Royal assent on May 4, 1910, a Board of Investigation was established in February, 1911, by the Minister of Labor to inquire into an alleged combine on the part of the United Shoe Machinery Company of Canada, in the manufacture and sale of machinery used in the making of boots and shoes, and the report of the Board received by the Minister of Labor on October 21, 1912, declared the United Shoe Machinery Company to be a combine. No other investigations were ordered under the terms of the Combines Investigation Act, and the Statute itself was repealed by clause 15 of the Combines and Fair Prices Act, July 7, 1919. The existing law for dealing with trusts, combines and mergers in restraint of trade is confined to the provisions of the Criminal Code. The Government has no information as regards prosecutions under provincial laws."

The minister also stated that it was not the intention of the government to hold a fair price enquiry into the high cost of the necessities of life in Canada.

Good Opening for Hardware Export Trade

Preferential Tariff With Jamaica Enables Canadian Hardware to be Imported 25% Cheaper Than Other Countries Which Have Enjoyed Big Business

OTTAWA.—Canadian hardware and implement manufacturers can now look toward Jamaica with expectant eyes. The introduction of the preferential tariff now in effect permits exports originating in Canada and the United Kingdom to enter that country at an advantage over products of other parts of the British Empire or of foreign countries.

There is a distinct advantage to Canadian exporters of hardware and implements in what is known as the fourth schedule of the measure. This covers a range of articles formerly on the free list, which are now dutiable to the amount of five per cent. ad valorem when originating in countries other than Canada and the United Kingdom. Prominent items in this schedule are agricultural tools and implements, artisan's tools, sewing machines, and a wide range of power generating electrical and other machinery and their parts, if such are utilized in agricultural production in this colony. The operation of this schedule will materially improve British and Canadian opportunities in boilers, oil engines, pumps, sugar machinery, motors and electrical equipment, valves and castings, and general lines of manual implements.

Canadian manufacturers should now be able to secure a certain amount of the trade hitherto enjoyed by the United States. We make and use practically the same kind of hardware as made in the United States and sold to Jamaica. We are producing identically the same goods, and are now in a position to lay them down in Jamaica twenty-five per cent. cheaper than the United States.

The latest detailed statistics of the trade of Jamaica cover the year 1920. In the report for that year, some of the imports for comsumption of hardware by countries are as follows: United Kingdom, $465,295; Canada $26,620; United States, $913,120. Total, $1,428,593.

The foregoing figures do not include cutlery, implements and tools, machinery, pumps, galvanized iron, bar iron, pig iron, rails, pipe, wire, gas fixtures, wire netting, staples, steel sheets or general manufactures of brass, copper, lead, tin or zinc, the imports of which run into many thousands of dollars.

Canadian hardware exports to Jamaica fell off considerably in the fiscal year ending March 31, 1922, This decline, however, was in keeping with the general trade slump, and the feeling among manufacturers and exporters is that the end of the present fiscal year will show a wonderful improvement. In 1920 total Canadian hardware and cutlery exports to Jamaica amounted to $37,548, as compared with $57,728 in 1921 and $8,726 in 1922.

Twenty Years Ago

Following items reproduced from Hardware and Metal of May 24, 1902:

Johnston Bros. hardware, Arnprior, Ont., have sold out to J. G. While & Co.

The banquet of the Canadian Manufacturers' Association held at McConkey's, Toronto, on Thursday, was attended by over 100 members. The vice-president, C. Birge of Hamilton presided. Reference was made to Messrs. Munro and Stewart in terms of praise concerning their recent visit to the West Indies on behalf of the association. T. A. Russell, former secretary, was presented with a gold watch. J. F. Stewart stated that the objects of the association were strongly favored by importers in Bermuda and thought that much of the business done outside of Great Britain could be obtained by Canadian manufacturers.

The business of the Toronto Silver Plate Co., Ltd., has grown so extensively the last couple of years that they have found it necessary to make provision for space that will permit of their largely increasing staff. The back of the present premises is being converted into casting rooms for the manufacture of German silver, a new line they have taken up recently.

The Sherwin-Williams Co. are beginning the crushing of seed and making their own linseed oil. A large plant has just been completed for this purpose at Cleveland and it will not only supply all the oil used by the company in the manufacture of their products but will also place them in position to go into the general market with oil.

(This item is of interest in view of the fact that another party of Canadian manufacturers, representative of the C.M.A. have just returned from a business trip to the West Indies where they investigated trade opportunities.)

A. J. Moxham vice-president of The Dominion Iron and Steel Co., has resigned and has been succeeded by James Ross. Mr. Moxham's seat on the directorate has been taken by Hon. Senator L. J. Forget.

James Hunter, general merchant Durham, Ont., has removed his hardware stock into new premises and placed it in charge of Mr. Theobald, late of Scott & Murphy, Mt. Forest.

The Cyclone Woven Wire Fence Co., Toronto has been incorporated for the manufacture and sale of wire fence and fence machines.

WESTERN CANADA NOTES

J. J. Corbett, general manager of the Miller Morse Hardware Co., Ltd., Winnipeg, has recovered from his recent illness and has again resumed his duties.

H. S. Martin, special accessory salesman of Wood Vallance Ltd., Winnipeg, died at Fernie, B.C. Mr. Martin received his early hardware training in Ireland and was connected with Wood Vallance Ltd., until the time of his death. He was buried at Regina.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THE hardware markets are unusually interesting this week, a variety of developments being recorded. Commencing with price reductions, easier levels are recorded for next season on game traps of various makes, showing a substantial change from last year's quotations. Downward revisions also appear on annealed hay wire and Kraft wrapping paper. The list of price advances includes such items as barbed wire, one make of compass saws and hand saws, while fuel oil is again slightly higher. Western centres record revised quotations on wire; a new discount on Nicholson files reducing these products between seven and eight per cent; a small decrease on pure manila rope; together with higher price levels on extension ladders, coal tar and pine tar. Turpentine attracts special attention, a further upward revision of five cents per gallon being announced on the domestic markets, this change being the culmination of increased demand combined with inadequate supplies. These conditions are described as temporary. Rosin prices are also slightly advanced in sympathy, a similar trend being apparent in these markets. Some unsettlement appears in window glass prices, eastern centres recording a discount on the prevailing box list, as well as similar easier levels on cut sheet sizes. On the other hand, further upward changes are announced in scrap materials, principally affecting brass and steel grades. Increased interest has developed in certain ingot metals such as copper, spelter and lead, but the strength of these movements may not be permanent. There is still some variation reported in prices on sheets and bar products, this situation being attributed to keen competition among distributors. Sheet bookings are well ahead of shipments, however, with a brisk demand generally evident. The opportunities for importing pig iron from Britain is attracting the attention of the domestic steel interests, in view of the coal strike restricting the southern output of this commodity. Reports that shipments of coal are on the way from England to the United States, are also of direct interest from this angle, although it is generally admitted that such coal supplies are not yet on a competitive basis with the American market. Wholesale hardware circles report moderate activity in view of the mid-week holiday, supported by the general tone of expectancy with which the budget announcements were keenly awaited, from the standpoint of the trade. Seasonal business notes a brisk movement in garden requisites such as lawn mowers, garden hose, sprinklers, fountains and hose fittings.

Montreal Markets

MONTREAL, May 25.—The new season's quotations on game traps are announced, showing a substantial reduction on all kinds from last year's prices. Kraft wrapping paper is reduced one and one-half cents per lb., while annealed hay wire is five cents per hundred lbs. lower on the various gauges. Revisions in an upward direction are given on barbed wire and most scrap metals. Barbed wire prices are increased five cents both in spools and catch weights. Both ferrous and non-ferrous scrap are again affected by the stronger tendency in the market. The firm tone, however, is more marked in iron and steel, these showing greater advances. The improvement in the waste material markets is more pronounced, and dealers anticipate more consumer interest in the following months. Keen competition is again evident in iron and steel, and there is still a variation in local quotations although a slight improvement in this direction was apparent in recent weeks. Other lines, such as galvanized sheets, corrugated sheets, wrought pipe, bolts and nuts, eavestrough and conductor pipe are reported as still firm, and lead products are strengthened by the advances being made in certain ingot metals.

METALS STIFFEN LEAD PRODUCTS MARKET

Montreal.

Metals in primary circles continue to strengthen the undertone of finished lead and zinc products. The market for these lines has remained fairly steady since the revision a few weeks ago; ingot metals having been much improved generally. During the past few weeks, however, there have been gains made, copper furnishing the feature in this regard at the present time. It is pointed out by manufacturers that this has a tendency to strengthen solders more than other lines, while other products are steady to firm owing to a better tone in the market in general. Trade is described as steadily improving with increased operations in building circles. Following are unchanged quotations:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 09¾
Do., 4 to 8 lbs., sq. ft.	0 09
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

BARBED WIRE PRICES ARE SLIGHTLY INCREASED

Montreal.

An advance of five cents is announced on barbed wire quotations, both in 80 rod spools and catch weights. Following are new prices;

BARBED WIRE—

In 80 rod reels, per reel, 2 x 5, $3.50; 4 x 6, $3.75; 4 x 4, $4.05. Catch weights, $4.35 per 100 lbs.

REVISED DISCOUNTS ON SOIL PIPE AND FITTINGS

Montreal.

A revision has been announced in the discounts on soil pipe and fittings, these products being advanced through a lowering of five points on pipe discounts and the cancellation of the extra ten per cent. previously given on fittings. Following are the revised quotations, which bring discounts on these lines to a more uniform basis, a development which has been outlined in recent market reports appearing in Hardware and Meta':

SOIL PIPE—

2 and 3 inch	40%
4 inch	45%
5 and 6 inch	40%
Fittings—	
2 and 6 inch	50%

COPPER AND BRASS GOODS AGAIN FIRMER IN TONE

Montreal

Copper and brass rods, sheets and tubing are again reported as considerably firmer, the easier tendency, noticeable in other outside markets a few weeks ago, making little or no impression on domestic markets. Copper in primary circles shows continued strength both in the U.S. and London, and on the whole moderate improvement has been made. The current buying movement in the finished products is fair, sheets, both copper and brass, being somewhat more active than other lines. Following are unchanged prices:

BRASS—	Base.
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	z0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

EASIER PRICES ANNOUNCED ON GAME TRAPS

Montreal

New quotations on game traps for next season are announced, showing a substantial reduction from prices of last year. Following are revised prices:

GAME TRAPS—

No.	Victor	Jump	H.&N.	Newhouse
		Per dozen		
0	$1 90	$2 55	....	5 40
1	2 25	2 85	4 25	6 40
1½	3 45	4 15	6 50	9 60
2	4 70	6 40	9 10	14 40
3	8 00	8 60	11 60	19 20
4	9 70	10 25	14 40	22 40

1 Victor Giant, $2.75.

FIRMER TONE EVIDENT IN CORRUGATED SHEETS

Montreal

With the stronger tendency continuing on flat galvanized sheets, the undertone of corrugated continues firm. Manufacturers and dealers state that this tendency, coupled with an improved demand, places the market for corrugated sheets in a much stronger position from week to week. The buying movement has gradually improved with the opening of favorable building weather, and dealers look with a degree of optimism on trade during the following months. Following are list prices and discounts:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

FURTHER REVISION IN MOST SCRAP METALS

Montreal.

A general further advance is given on most lines of scrap metals, this being the second revision in an upward direction in recent weeks. The present changes affect both ferrous and non-ferrous metals, the latter however showing price increases of more marked proportions. Yellow and red brass are increased one-half cent per lb., light and heavy copper one-quarter cent. In iron and steel scrap, boiler plate, wrought iron, wrought pipe, heavy melting steel, malleable and No. 1 machinery cast are all advanced one dollar per ton.

The upward trend in prices is said to reflect the improvement in the market during recent weeks. What is most encouraging is the indication that foreign markets are opening, to an extent at least. Reports from overseas are to the effect that war material is dwindling and what remains is apparently being held pending higher market levels. On this side, there is an increased demand for iron and steel scrap, no doubt assisted by results of the coal strike. Whether the general improvement will continue during the summer months is considered by dealers as problematic, but from present indications the better feeling seems of a healthier nature than has been evident for some time past. Following are quotations at the revision:

WASTE MATERIALS—	
Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 06
Red brass	0 08¾
Light brass	0 04
Scrap Zinc	0 03½
Lead, heavy	0 04
Lead, tea	0 02¼
Light copper	0 08½
Heavy copper	0 10¾
Wrought iron, R. rd., No. 1, per gr. ton	10 00
Malleable scrap (ton)	9 00
Pipe scrap (ton)	6 50
Heavy Melting steel	9 00 to 9 50
No. 2 busheling,	8 00
Boiler plate	8 00
No. 1 machinery cast	21 00

TROUGH AND PIPE IN GOOD DEMAND

Montreal

Each succeeding week now brings a noticeable improvement in sales of eavestrough, conductor pipe and sundry lines, dealers now describing the movement as quite satisfactory and comparing favourably with last year. This betterment has been particularly pronounced in the past two weeks, and a continued brisk trade is anticipated during the summer months. The undertone of the market is little changed, the firmer tendency still being apparent. List prices and discount are as follows:

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

3 inch	6 00
4 inch	10 50
Plain or corrugated.	dozen
2 inch	$ 5 25
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

KEEN COMPETITION IN IRON AND STEEL

Montreal

Although current business in iron and steel is again described as fairly good, and a more optimistic outlook for future trade expressed, there is a more or less unsettled feeling again evident on the local market. The recent advance in quotations announced by local producers was adopted by most distributors who revised their base price from $2.65 to $2.90. At the time certain firms did not increase their price levels, but it was felt that the new quotation would be uniformly adopted in the immediate future as the undertone of the market was undoubtedly very firm. Keen competition, however, still exists, and there is a variation in prices ranging from $2.75 to $3.00 base. The lower quotation is by no means general, and according to one local dealer, is quoted for larger business. Fundamentally the market is still firm, with the following quotations most generally given:

IRON AND STEEL—	
Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	5 00
Band steel	3 25
Spring steel	4 50
Sleighshoe steel	2 90
Tire steel	3 10
Harrow tooth steel, per lb.	3 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½
Toe caulk steel	3 80

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

STILL VARIATION IN SHEET QUOTATIONS

Montreal.

With the undertone of the sheet markets, especially black and galvanized sheets, remaining in a firm position, there is still a variation in quotations among distributors. Many dealers have advanced galvanized prices in recent weeks because of the stronger tendency in the market, but a few distributors are maintaining former lower levels. As in bar iron and steel, there is keen competition, and nothwithstanding the strong undertone, prices are still shaded in certain quarters in an endeavour to secure more business. Stocks, however, are much lighter than they were during the quiet earlier weeks, and a continu-

ation of prolonged deliveries may bring about the required remedy for the present unsettlement. Importers of English sheets state that an active demand continues, with a marked improvement also noted in the tone of the market overseas. Following are average local prices on sheets:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz.	6 65	7 10
28 gauge	6 25	6 70
26 gauge	5 95	6 85
22-24 gauge	5 80	6 10
20 gauge	5 65	5 95
18 gauge	5 65	5 85
16 gauge	5 50	5 80
14 gauge	5 35	5 75
12 gauge	5 20	5 75
10 gauge	5 10	5 75

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 10	6 35
22 gauge	6 05	5 90
18-20 gauge	5 35	5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lbs. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s	9 25
20 x 28 IXXX, 56s	10 00
20 x 28 IC, 112s	14 50

TERNE PLATES

20 x 28 IC, 112s	14 50

Half Bright— CANADA PLATES

18 x 24 x 52s	5 40 box
18 x 24 x 60s	5 50 box
18 x 24 x 75s	5 65 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	7 50 box
18 x 24 x 52s	7 25 box

FAIR DEMAND EVIDENT FOR PIPE FITTINGS

Montreal

There is little or no change in pipe fittings, current demand continuing in fair seasonable proportions, and prices remaining unchanged. Orders are now said to be slightly larger, dealers apparently experiencing a better demand from construction activities. Following are unchanged prices and discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in., close and short	60%
Do., long	65%
Do., 4½ to 8 in., close and short	50%
Do., long	55%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

ANNEALED HAY WIRE PRICES SLIGHTLY REDUCED

Montreal

A reduction of five cents per 100 lbs. is made on annealed hay wire, and following are new quotations on the three gauges:

HAY WIRE—

No. 13, $3.75; No. 14, $3.85; No. 15, $4.00 per 100 lbs.

EASIER QUOTATION ON KRAFT WRAPPING PAPER

Montreal

A lower price is announced on Kraft wrapping paper, this being now quoted at 10¼ cents. Former quotation was 11¾ cents.

FURTHER GAINS MADE IN SOME METALS

Montreal

Ingot metals have remained fairly firm with the exception of tin, which is still rather sluggish, with no apparent sign, as yet, of any reaction in the market in general. There has been a fair advance in certain metals in the past few weeks, and it is considered doubtful by some whether the present pace will continue. The sentiment, however, appears to be decidedly better.

TIN.—It would appear to be impossible for this metal to advance beyond the £150 mark in London, as it invariably recedes after a gain has been made. Until stocks are somewhat lessened, it is evident that no great advance in price is probable, consumption, especially in Europe, being still below normal. This metal is expected to improve but the time is evidently not yet to hand. Local price is unchanged at 34 cents.

COPPER.—There has been a steady advance on copper both in London and New York during the past ten days, and prices have now reached the highest level for some time past. London is firm owing to bullish reports from this side. Consumption in Canada is still much below normal, but the market is stiffer at 17¼ cents for electro and 16¾ for casting.

SPELTER.—The situation of spelter in the U. S. A. is firm, and it is said to be difficult to buy prompt shipment at $5.15 East St. Louis. Some smelters have declined to quote altogether, but the position is, in all probability, accentuated by the coal strike, which affects both production and consumption. London is steady, but the advance in the U. S. A. has shut off imports from this side. Consumption is somewhat better in Canada and the market is firm at 7¾ for shipment from stock.

LEAD.—Both East St. Louis and London have touched the highest point for some months, and the position of lead seems as strong as ever. There have, however, been quite lengthy advances in both markets which can hardly continue indefinitely, and a temporary set-back would not be surprising. At present there is said to be no sign of this, and the market is firm at 7 cents.

ANTIMONY.—There are no special features of interest in connection with this metal, which is quiet and rather dull with quotations unchanged at 6¾ cts. for Chinese, and 7½ cts. for high grade English.

ALUMINUM.—This metal also continues dull with quotations remaining at 24 cents.

Toronto Markets

TORONTO, May 25.—Hardware markets show little variation in price this week, a more steady tone having generally developed. The interest with which the budget was awaited on practically all sides, combined with the mid-week holiday, served to produce a more or less restricted attitude in wholesale hardware circles. The easier price levels now recorded on various makes of game traps, together with the firmer trend in bar iron and steel quotations, supply some of the current premier changes. Fuel oil has again been slightly advanced in price, this product experiencing a brisk demand. Domestic steel markets show unchanged prices, but is is noted that southern steel centres announce some additional advances. Sheet bookings are still reported to be well ahead of shipments, with a brisk demand in evidence. A firmer tendency has developed in wrought piping, while a slightly stronger tone has again been recorded on copper products, in view of the movements of the virgin metal. Moderate activity in brass compression goods is recorded, with more interest now appearing in scrap materials. An increase in current trade in certain ingot metals, such as copper, spelter and lead, attracts consumer attention, although these moderate developments are not yet generally apparent on the local markets.

FUEL OIL QUOTATIONS AGAIN REGISTER ADVANCE

Toronto.

Another slight advance has been recorded in fuel oil quotations, the change being four-tenths of a cent per gallon on all quantities. This development is attributed to the greater demand for fuel oil, with the recent firmer market tone on these products generally. In certain quarters, it is pointed out that the coal strike has created new opportunities in this field:

FUEL OIL—

In barrels	0.10.80
In tank wagons	0.09.80
In tank cars	0.08.80

RUMOR OF CHANGE IN WROUGHT WASHERS

Some price changes are rumored as likely to develop in the near future on wrought washers, but up to the time

of going to press, Hardware and Metal has received no further advice regarding the announcement of such a revision.

GAME TRAPS NOW ON EASIER PRICE LEVELS

Toronto

A reduction has been announced this week in the quotations on various makes of game traps. The revised price levels on the different lines follow:

GAME TRAPS—

Victor, with chain	Per dozen.
No. 0	$1 90
" 1	2 20
" 1-½	3 45
" 2	4 70
" 3	7 95
" 4	9 65
" 91	3 55
" 91-½	5 10

GIANT

No. 1	$ 2 90

ONEIDA JUMP

No. 0	$ 2 55
" 1	2 90
" 1-½	4 15
" 2	6 35
" 3	8 60

HAWLEY & NORTON

No. 0	$ 3 60
" 1	$ 4 25
" 1½	6 50
" 2	9 00
" 3	12 10
" 4	14 25

NEWHOUSE

No. 0	$ 5 75
" 1	6 35
" 1½	9 55
" 2	14 30
" 3	19.05
" 4	22 25
" 91	7 95

NEWHOUSE BEAR

No. 5	$175 20
" 50	121 80

CLAMPS FOR BEAR TRAPS

	Per doz.
No. 5	$ 7 95

SOUTHERN STEEL CENTRES RECORD HIGHER PRICES

Toronto.

While the local prices on bar iron and steel remain at the previous levels, the rising trend on southern primary centres is daily evident. Certain producers are now quoting advanced price levels, which in the ordinary course of events are naturally expected to be reflected on the domestic markets in the near future. Keen competition locally is described as the reason why the current quotations remain unchanged, although at the same time it is pointed out that these levels are very firm. Higher fuel costs are stated as assuming larger importance as a market factor, while the mills report that the costs of making steel have advanced further in proportion than the increased quotations to date. There are divergent views as to how long the present strength of the steel situation will last. Some domestic distributors expect a strong market throughout the year. Others express the opinion that much of the present strength depends on the southern coal strike, and therefore in the course of a few months the improvement in demand and firm market trend will gradually disappear. Such observers base their deductions on the principle that actual current consumption of steel is not as heavy as the prevailing ratio of production. At the time of going to press, the average local quotations remained as follows:

IRON AND STEEL—

Mild steel bars, base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

IMPROVEMENT RECORDED IN SALES OF SOIL PIPE

Toronto.

While there still remains some variation between eastern and western distributing centres in the discounts on soil pipe and fittings, yet this is attributed to the difference in local conditions. Local manufacturers and distributors state that they are not anticipating any price developments, and discounts remain at the recent levels. Current trade in soil pipe and fittings is reported as fairly brisk, with special improvement in this direction having been noted during the last few weeks. During the earlier months of the current year, stocks did not move so fast as anticipated, and manufacturers now report that they are considering some curtailment in the ratio of production, supplies now being plentiful to meet the prevailing demand.

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

CORDAGE MARKET ON WAY TO IMPROVEMENT

Toronto.

Rope and cordage markets are now on a slightly improved basis, with buying showing some signs of improvement as the season advances. Manufacturers and distributors of cordage report that there has been an increase in general activity during the last two or three weeks, which is more gratifying at this season of the year.

Conditions in the cotton cordage market have been described as a little more encouraging also, although the chief drawback remains in the uncertainty of the raw materials, cotton fluctuating more or less, being soft one week and recovering the next.

CONDITIONS IN BOILER TUBES REMAIN QUIET

Toronto

That distributors of boiler tubes have been out to secure the business even if each order taken involves a more or less direct loss of varying proportions, would be indicated by the shading in these products which has been recorded, thus rendering the current list of prices merely nominal. However, it is stated that the majority of prevailing business is being transacted at the levels given below, some variation being evident according to the size and specifications of the individual order. The liquidation of stocks of tubes has been a factor which all distributors have had to reckon with during the past season, and the fact that the movement has mainly been confined to the smaller sizes for repair work, is described as a prime element in the situation. Stocks of larger-sized tubes are stated to have been particularly embarrassing, in view of the small demand experienced for these lines. The stiffening recently recorded throughout the steel industry has not yet affected boiler tubes in some quarters to the same extent as on other steel products, due to the ratio of stocks on hand, which were secured when costs were high. However, with the brighter tone in steel production circles generally, some signs of improvement in the boiler tube market are looked for in the future, although it is admitted by certain distributors that another season may roll around before this can definitely be stated to have developed. Following is an average price list recorded locally:

BOILER TUBES—

	Seamless	Lapweld.
1 inch	$21 00	$.....
1¼ inch	21 50	.....
1½ inch	22 00	.....
1¾ inch	23 00	.....
2 inch	22 00	17 00
2¼ inch	26 00	18 00
2½ inch	30 00	20 00
3 inch	34 00	25 00
3¼ inch	43 00	27 00
3½ inch	47 00	28 00
4 inch	58 00	35 50

BRISK ACTIVITY IN TROUGH AND PIPE

Toronto

Eavestrough business is now generally on a brisk plane with seasonal improvement in the movement of these products having been recorded during the past few weeks. Conductor pipe and elbows are also in good demand, and both manufacturers and distributors look for a fairly active season. Prices on these lines are unchanged, list quotations and discounts being given below. While small orders generally predominate, yet it is stated that the aggregate constitutes a fair volume, and brisk trade is expected to continue as the season develops.

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

STEADY MARKET NOTED IN COTTON WASTES

Toronto

Little variation is recorded in the market on cotton wastes, the current tone generally being described as quiet, but steady. Quotations remain unchanged, with the raw cotton centres still fluctuating more or less. On the whole, the situation is stated to be fairly satisfactory as compared with last season. Following are unchanged prices:

COTTON WASTE—

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

Above lines subject to trade discount for quantity.

STOCKS OF GASOLINE NOT AFFECTING PRICES

Toronto.

In connection with the recent increase in gasoline price, it is interesting to note that the present stock of gasoline on this continent is described by reliable authorities to be almost twenty per cent. greater than the supply on hand this time last year. The consumption of gasoline is also stated to be on the increase, the first quarter of the present year recording a heavier consumption than the corresponding period in 1921, while last season recorded a similar advantage over the previous year.

SHEET BOOKINGS WELL AHEAD OF SHIPMENTS

Toronto

Developments in the sheet markets are running along on more settled lines, with the strength of the general situation and the steady improvement in demand, being factors now generally accepted. It is reported that current bookings keep well ahead of shipments, with one result being that importers of English galvanized sheets record exceptionally brisk trade. Despite the coal strike, producers have been increasing output, and on account of the coal strike, steel demand is described as insistent. That a sellers' market has replaced a buyers' market with unusual quickness even for steel products, has been an accepted fact for several weeks, but the question now remaining is how long this condition will be evident. It is noticeable that sheet producers claim that costs are higher, and such a contention is supported by rising prices on coal, coke, pig iron, scrap materials, etc. The building trade is responsible for a certain amount of business in galvanized sheets, this material being used for metallic roofings, eavestrough and similar purposes. The base price of $5.60 is now described as quite firm, with business during the month of May showing a decided advance over April. In the majority of cases this condition produces a brighter feeling in the trade. Current quotations follow:

BLUE ANNEALED—

10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
13 gauge	3 60	4 35
16 gauge	3 65	4 40
BLACK—		
18-20 gauge	4 05	4 80
22-24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier and	Apollo
10¾ oz.	6 00	6 50
U. S. 28 base	5 60	6 10
U.S., 26 gauge	5 30	5 80
22 and 24	5 15	5 65
18 and 20	5 00	5 50
16	4 85	5 35
12 and 14	4 70	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	11 50

FIRMER TONE EVIDENT IN WROUGHT PIPING

Toronto.

While list No. 54, continues to govern local pipe markets, the firm tendency recently noted in this direction has continued to develop and the future position of wrought piping is described as very strong. This change is attributed to the increasing gains in the steel industry generally, an improvement that has been more or less reflected in practically all steel products. There is also the incentive of an improved demand for piping, however, at this season of the year, distributors stating that present business is fairly brisk and up to expectations. At any rate, current trade is generally reported ahead of last year, with more cheerful prospects regarding future activity. The upward trend referred to has been particularly prominent in southern pipe markets, but it is stated that domestic pipe has developed a firmer attitude in conjunction with, and not because of outside tendencies.

STRONGER TONE AGAIN RECORDED IN COPPER

Toronto

Due to the recent developments in the primary copper markets where this metal has recorded a stronger tone and certain price gains, a firmer tendency is again recorded in the market for finished products, such as sheets, rods and tubing. The huge quantities of scrap brass which have been apparent on the markets for some time past, are now reported as gradually diminishing, this factor also tending to firm up the current market for brass and copper goods. With regard to domestic prices, however, local distributors state that southern developments have not been of a very marked nature and are not yet reflected on domestic centres, although as stated, a stronger trend is noted. Current demand for these products is described as moderately fair, with the following quotations at present in effect:

BRASS

Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 23
Rods, base, per lb.	0 19

COPPER

Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

MORE ACTIVITY IN SCRAP METAL MARKETS

Toronto.

The scrap material markets are described as firm, with the recent improved tone generally being maintained and prices holding at the higher revisions. This development is naturally attributed to the strength apparent in the virgin metal markets, this particularly referring to iron and steel scrap, as well as copper grades. Taken altogether, an increased degree of activity is noticeable, but although business is stated to be on the road to improvement, dealers report that consumers are not extensive purchasers at the advanced price levels. Scrap rubber is without change, remaining very quiet. Following are the usual averages of dealers' buying prices for fairly large quantities:

MODERATE ACTIVITY IN COMPRESSION PRODUCTS

Brass compression goods in general now record a better movement, but as one distributor described the situation to Hardware and Metal, there should be an improvement at this season of the year and the present degree of activity was not considered exceptionally startling. Quotations on these products hold at recently revised levels, the seasonal trade serving to slightly strengthen these markets, coupled with a minor recovery in virgin copper and other raw materials. Prevailing price levels, therefore, show no variation, the following discounts remaining in effect:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ¾ in. and 1 in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
No. 0 and 1, Fuller pattern	30%

London Markets

LONDON, May 25.—Present quotations on staple hardware lines are registering a more steady trend during recent weeks, only few changes being recorded on the current market reports. However, an improvement in general business conditions is also noticeable, orders being larger and more numerous. Lawn mowers, doors and windows, screen wire cloth, prepared paints, linseed oil, white lead, turpentine, wire fence and poultry netting are numbered among the best selling seasonal lines.

REVISED QUOTATIONS ON BRAIDED AWNING CORD

London, Ont.

Revised prices are now in effect on white braided awning cord, quotations on No. 3, and 3½ being slightly higher, while prices on No's 4 and 4½ are lower. This change is made through the issuing of a new list. The discount quotation remains unchanged. Following are revised net prices on this product:

AWNING CORD—	
No. 3, per doz.	$ 2 00
No. 3½, per doz.	2 50
No. 4, per doz.	3 20
No. 4½, per doz.	4 50

COMPASS SAWS ARE FIVE PER CENT. HIGHER

London, Ont.

An upward revision has appeared in quotations of the Shurley and District Post Boy compass saws, the change amounting to an approximate five per cent advance. Post boy hand saws are also increased in price. Following are the revised levels:

COMPASS SAWS—	Per Doz.
No. 108 x 12"	$ 6 85
14"	7 35
HAND SAWS—	
No. 1914 x 26"	$40 00

FIRM UNDERTONE STILL NOTED IN TURPENTINE

London, Ont.

While local turpentine prices remain at the revision recorded last week, the firmer trend in these markets is generally continuing with present indications showing no signs of weakening. On practically all centres, turpentine is now reported as seasonably active, with the following quotations prevailing locally:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 35
2 to 4 bbl. lots	1 34
5 gal. lots	1 50

SCREEN WIRE CLOTH IN POPULAR DEMAND

London, Ont.

With the advent of warmer weather, screen wire cloth sales are now reported in full swing. These products have generally enjoyed a good Spring demand, with the current movement being described as both brisk and satisfactory. Uncharge quotations are the following:

SCREEN WIRE CLOTH—

Painted Black $3.00 per 100 sq. feet.
Galvanized, $3.60 per 100 sq. ft.
Bronze $10.00 per 100 sq. ft.

UPWARD PRICE SWING APPARENT IN LINSEED

London, Ont.

The advance of five cents per gallon announced last week in the local prices on linseed oil, is still evident, this generally being considered a reflection of the firmer trend recently apparent in linseed markets. The present strong position of oil is attributed to the increased current demand coupled with the fact that flax seed prices are still on an upward trend.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

PAINT PRODUCTS NOW SHOW BRISK ACIVITY

London, Ont.

An excellent sale has been recorded in most quarters for paint and paint products generally. This activity has been especially marked in ready-mixed paints, and kindred lines. Dealers report that alabastine has recorded a brisk seasonal movement. Quotations on this product remain as follows:

ALABASTINE—White and Colors	Per 11 lbs.
5 lb. Packages,	$ 9 60
2½ lb packages	10 00

SEASONAL SALES FOR WHITE LEAD IN OIL

London, Ont.

Brisk sales have been recorded this week for white lead in oil, the product having recently been much firmer due to the trend of the primary metal markets. Linseed oil prices have also been on the increase, both these factors contributing to the prevailing market tone of white lead. Following are unchanged price levels:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, per 100 lbs.	13 30	13 65
Elephant	13 80	14 15

IMPROVEMENT NOTED IN LAWN MOWER SALES

London, Ont.

The brighter spring weather has stimulated the sale of lawn mowers, and dealers generally report more activity in these products during the past few days. Following are list quotations and discount on the Taylor-Forbes line:

LAWN MOWERS—

Daisy—12 in. $8.65; 14 in. $9.00; 16 in. $9.20.
Star—12 in. $9.70; 14 in. $10.40; 16 in. $11.10.
Woodyatt—12 in. $11.25; 14 in. $12.00; 16 in. $12.75; 18 in. $13.50; 20 in. $14.25.
Empress—14 in. $14.70; 16 in. $15.50; 18 in. $16.20; 20 in., $16.90.
Less 20 per cent.

BRIGHTER DAYS BRING CALL FOR POLISHES

London, Ont.

Merchants generally report a brisk sale for furniture polish and kindred lines during recent weeks, the call for polish being the natural result of household cleaning, usually apparent with the coming of brighter days. Prevailing price levels follow:

FURNITURE POLISH—	Per Doz.
O-Cedar	
4 oz. bottles	2 40
12 oz. bottles	4 80
Quart cans	12 00
½ gallon cans	20 00
1 gallon cans	28 00
Liquid Veneer	
4 oz. bottles	2 40
12 oz. bottles	4 80
32 oz. bottles	10 00
	Each
64 oz. cans	1 34
128 oz. cans	2 34

FENCE STRETCHERS ALSO IN SEASONAL MOVEMENT

London, Ont.

Among other seasonal products, fence stretchers are reported as registering a noticeable movement. The following are current prices on these goods:

FENCE STRETCHERS	
McCloskey Grips, each	70
Richard Wilcox	Each
No. 440 x 2	$ 1 70
No. 340 x 1	1 50
No. 340 x 2	2 50

STILL RECORD CALL FOR HORSE CLIPPERS

London, Ont.

Merchants also record that power horse clippers and parts continue to sell well, the current quotations on the Stewart line remaining at list less 25 per cent.

FUSE PLUG QUOTATIONS TEN PER CENT. LOWER

London, Ont.

New prices on fuse plugs, representing a reduction of around ten per cent, have appeared on the local markets. The 10 to 30 amp. are now quoted at $4.75 per 100.

Winnipeg Markets

WINNIPEG, May 25.—Changes both of an upward and downward nature feature current hardware market reports. Lower quotations appear on the Nicholson line of files, while there is also a slight reduction on pure manila rope. On the other hand, increased prices are announced on extension ladders, coal tar and pine tar. A slight revision is also on coiled spring wire and galvanized wire quotations, some of the new levels being higher, and others a little lower.

BRISKER TRADE NOTED IN LINSEED OIL

Winnipeg.

The trend of linseed oil quotations continues to closely follow the current movements of the flaxseed market. There is also quite an improvement in the demand for this product. The re-

cent higher oil quotations continue in effect, as follows: Raw $1.20 per gal. and boiled $1.23 per gal., in barrel lots.

INCREASED QUOTATIONS ON EXTENSION LADDERS

Winnipeg.

Extension ladder quotations are now advanced a few cents per foot. Following are the revised prices:

EXTENSION LADDERS—

20 $6.10 each; 24 $7.30; 28 $8.50; 32 $9.75; 36 $12.05; 40 $13.40.

GARDEN REQUISITES IN BRISK SEASONAL TRADE

Winnipeg.

Lawn mowers and other lawn supplies such as sprinklers, fountains and hose fittings, etc., are reported as being active sellers. These articles were not booked very extensively in the spring, but the warmer weather has brought about a good demand. Following are the unchanged quotations on lawn mowers:

LAWN MOWERS—

Woodyatt.....14 in. $10.50, 16 in. $11.00.
Empress, ...14 in. $12.50. 16 in. $13.25.
Daisy .... 14 in. $7.75 16 in. $8.00.
Star ......14 in. $7.40 16 in. $7.85.

ADVANCED PRICES ON PINE AND COAL TAR

Winnipeg.

A slight increase in prices has been recorded in pine and coal tar. Following are the revised quotations:

PINE TAR—

Barrels, .80 gal. 5 gals. $1.25 gal. 1 ga. $1.35 ea.; ½ ga. .75 ea.; Quarts, $4.80 doz. Pints $2.90 doz. ½ pints, $1.80 doz.

COAL TAR—

Barrels, $11.00 bbl.; 5 gas., .70 gal.; 1 ga., .80 each; ½ ga., .47½ ea; Quarts $3.30 doz.; Pints $2.10 doz.; * Pints, $1.50 doz.

SLIGHT REVISION NOTED IN WIRE QUOTATIONS

Winnipeg.

Certain slight changes have been made in wire prices, some are lower and other are slightly higher. Following are the revised quotations:

COILED SPRING WIRE—

No. 9 Winnipeg, $4.75; No. 12 Winnipeg, $4.95.

PLAIN GALVANIZED WIRE—

No. 9 Winnipeg $4.70; Fort William, $4.10. No. 12, Winnipeg, $4.90; Fort William, $4.30.

WIRE IN COILS—

Galvanized, No. 8, $5.40; 9, $4.70; 10, $5.50; 11, $5.60; 12, $4.90; 13, $5.05; 14, $6.10; 15, $6.50; 16 $6.85.

REVISION IN DISCOUNT ON NICHOLSON FILES

Winnipeg.

Through a revision in the discount, Nicholsons' files are lower in price. These products are now quoted at 40 per cent. off list prices.

SLIGHT REDUCTION ON PURE MANILA ROPE

Winnipeg.

This week has brought about a slight revision in the price of rope and affects only the pure manila which is a half cent lower. Following are the present quotations:

ROPE—

Sisal—¼ and 5-16 .20½; ⅜ .20; 7-16, ½ and 9-16, .19½; ⅝ .19; ¾ and larger, .18½.
British Manila or African Hemp—¼ and 5-16, .22; ⅜, .219; 7-16, ½ and 9-16, .21; ⅝, 20½; ¾ and larger, .20.
Pure Manila—¼ and 5-16, .24; ⅜, .23½; 7-16, ½ and 9-16, .23; ⅝, .22½; ¾ and larger, .22.
Sisal Lariat—3 x 7-16, .23½; 4 x 7-16, .24½.
Manila Lariat—3 x 7-16, .27; 4 x 7-16, .28.
Extra for Transmission. Rope .05 per lb. over Pure Manila Base.
Extra for Drilling Cable .02 per lb. over Pure Manila Base.
Lath yarn, .18½.
Cotton Rope—3-16, .48; ¼ and up .46; Tarred Marlin .48.

Hamilton Markets

HAMILTON, May 25.—During the past few days summer weather has undoubtedly been somewhat backward, and this is cited as delaying, to some extent, the full movement of summer hardware lines. Recent reports from jobbing circles indicate that repeat orders have not yet come to hand in either the volume or numbers that warmer weather would probably have induced, but that a moderate proportion of activity is anticipated during the ensuing weeks, as improvement in this direction should now become apparent. Wholesale distributors are. therefore, reasonably optimistic regarding the volume of summer business, while retail merchants are diligently applying themserves to pushing the sale of seasonal products and supplying the needs of their generally responsive clientele.

As a result of existing abnormal industrial conditions in and about the city, there has been very little industrial or commercial building so far this spring, but there has been considerable activity in house building, more especially moderate priced homes. Building permits for the month of April amounted to $731,300, as against $430,200 for the same month last year.

That the housing situation promises to improve steadily is indicated by the fact that $396,500 was for dwellings.

Good Accessory Sales

There is also a better demand all along the line for automobile accessories. Many merchants report double the amount of business in these lines that was evident several weeks ago. All kinds of repair parts and tools are generally required together with the more novel type of accessory. This is attributed to the regular opening of the motorist season, which has been given much impetus through the improvement in provincial roads, coupled with the much larger number of automobiles in operation each succeeding year.

An improved demand continues for seasonable tools and garden rakes, hoes, spades, lawnmowers, hose, etc. It is stated on very good authority that retailers are meeting their commitments fairly satisfactorily and that there is no immediate danger of liquidation by any of the trade. Special sales, in evidence a month or so ago, are not nearly as numerous and it is believed business has settled down to a normal trade and will continue so unless something, at present unforeseen, occurs.

The iron and steel markets present an interesting study at present and developments in this industry have such an important bearing on the price and supply of hardware that the situation is considered well worth the attention of hardware merchants. The upward trend has been reflected in recent events on domestic centres, and a firm tone continues in evidence.

Reports from the southern fields indicate that the regular coal strike is thought likely to last for several months while the strikes in non-union districts, instead of playing out in a few weeks as was at first expected, may last nearly, if not quite as long. The operators are making no effort to force the situation, preferring to get coal where they can, and at whatever expenses is involved.

It is also pointed out that quite a few buyers are offering mills third and even fourth quarter contracts, and when producers have no regular quotations for those deliveries, buyers in some cases are willing to take the contracts and let the price be set later by the mills. In other words, the market has turned wholly in favor of sellers, whereas until quite recently it was a buyers' market.

Pittsburg Markets

PITTSBURG, May 25.—The present rate of railroad steel buying is as heavy as could be expected. It should be remembered, however, that freight cars cannot furnish as large an outlet for the steel industry as used to be the case, on account of steel making capacity having been so greatly increased. The present capacity is about 150 per cent. greater than that of 1904, and 50 per cent. above that of 1913, while no heavier freight car buying than in those years can be expected.

Structural steel lettings have been heavy since April 1, equalling approximately the fabricating shop capacity, which is 180,000 to 200,000 net tons a month. Lettings in the first three months of the year equalled 53 per cent. of capacity, while in 1921 it was 35 per cent. Automobile production is very heavy. Studebaker, Dodge, Maxwell, Ford and Chevrolet are producing more cars than ever in their history. Production in April, as reported by the Department of Commerce, with reports from a few small companies lacking, was 196,512 passenger cars, and 21,944 trucks, against 81,638 passenger cars, and 9,204 trucks, in January. Production this month is running a trifle heavier still.

These three important lines of consumption, extremely stagnant in 1921, are the largest outlets for steel at the present time. They represent at the present rate about 500,000 gross tons a month of finished rolled steel, apart from iron castings, etc., which is equal to a rate of 6,000,000 gross tons a year.

(Continued on Page 64)

Follow Up Letters Bring Paint Business

Specific Cases Where Prospects Have Responded to Urgings to Buy Paint Many Months After Given by Merchant—A Specific Letter for Each Class of Paint Prospect Brings Best Results—Some Suggested Letters Which Have Pulled Results

HAVING a customer come to the department and ask for a brand of paint the name of which had been impressed upon him by the hardware merchant four months previous was the recent experience of the Mathewson Hardware Co., Toronto. This is not an unusual experience, it happens every day in many hardware stores. Still the importance of advertising, displaying and talking certain paints is not fully appreciated by all merchants.

The use of letters to live paint prospects is a good means of establishing intimate connections which generally are productive of business, but care should be taken in the preparation of lists and also of the letters. This latter should be altered to suit the particular needs of the prospect addressed. Some suggestions in this regard are outlined herewith, based on the experience of a merchant recently interviewed by Hardware and Metal.

There is a special letter which is mailed to the architects in the city and in the nearby towns. There is another letter designed to sell paint to the ranchers and farmers. Another letter reaches persons who have taken out building permits, and another letter is used to reach the builders listed on those permits. Painters and contractors receive another letter. Then the apartment house owners receive the attention of this aggressive firm. Even hotels are not overlooked in the fine combing of the territory for business.

Letter to Architects

A number of the company's sales letters are reproduced here. The first is addressed to architects. Notice how it is made personal through the exhibit which is mentioned. Architects will naturally be interested in the store.

An entirely new Architectural Exhibit is now on display at our store. It is a library of finishes showing varnished effects on woods of all kinds, also, the white and delicately tinted enamel panels. These panels are large and showy so that they may be placed alongside our drapes and wallpaper patterns and the desired effect seen at a glance.

We claim your co-operation because we are endeavoring to create in the minds of the public the desire to build and when building, to build well. The number of people, aside from our regular customers and friends, who call at our store during the day, is astonishing, and by having this exhibit placed so conveniently in the center of the shopping district its effectiveness is doubly increased. The only reward we ask is that you pay us a visit and see for yourself. If there are any additions to be made to this collection of panels, we would deem it a favor to receive your suggestions.

We promise you a surprise when you see this exhibit.

Yours very truly,

Letter to Farmers and Ranchers

The letter which follows was addressed to farmers and ranchers. The way in which it starts is unusual and makes the recipient believe that he is getting a letter on some business which is then under way. And the subject matter is calculated to get the favorable attention of the reader, for the rancher is probably more interested in pure paint than is any other class of paint user.

Dear Sir:

When you speak of "pure paint," you mean but one thing—a paint that is as chemically pure as the best materials on the market will allow. It means that no substitute is used in place of the real article, no camouflage to increase the weight or volume, in fact, a paint that will last for a period of years at the purpose for which it is intended.

Where the farm or ranch is concerned, the purest paint is none too good. Its purpose is to insure your buildings against deterioration, your roofs from leaks, your implements from rust, and eliminate the expense incurred through the necessity of repainting each year.

Our paints are 100 per cent chemically pure. They are made up to a standard—not down to a price. Years of manufacturing a product to withstand this climate, has proved these paints superior to any on the market.

Yours very truly,

To the Prospective Builder

When this store addresses the owner who takes out a permit to build, it makes its sales letter one which is almost certain to produce results. For the owner is just ready to talk about paint when the letter comes. But here is the letter for you to anaylze:

Dear Sir:

A building permit taken out in your name signifies that you will soon be in need of paint material.

Consider a chemically pure paint, made to withstand the climate of Canada. A paint that will protect your building from deterioration for years to come, and at the same time enhance the value of it by its beautifying effect.

We have the reputation of having sold a chemically-pure, analysis-on-every-can-of paint for many years.

Many of the most beautiful and prominent residences and business structures in this city and district stand to-day as tribute to the lasting quality and beautifying effect of our line of paint.

A card or phone call will bring our representative to you at your convenience.

May we have the pleasure of serving you?

Yours very truly,

To the Builder Himself

So that the builder working for the owner mentioned in the above letter is not able to switch buying places on the owner, the store sends him a sales letter also. This aims to sell the builder on the products secured from the store.

Dear Sir:

The buildings that you have in process of erection will stand, when finished, as a testimonial of your success. Therefore, you desire their appearance to be beyond criticism.

We manufacture a chemically-pure paint that will withstand the climate for a period of years where other materials fail. That's why the name (store) is insurance against poor material.

A card or phone call will bring our representative to you at your convenience.

May we have the pleasure of serving you?

Yours very truly,

To Apartment Owners

If the occupants of apartment houses in the city could read the letter which the store sends to the apartment house

(Continued on page 60)

SERVICE

CONFIDENCE

FAIR DEALING

RELATIVITY

Business growth is, and always will be, relative. It is limited or unlimited according to the confidence or distrust you create in your Community—thru your personal conduct and the articles you sell.

Take the average community. Apparently the scope of the Hardware Merchant serving it is very limited. It is and it is not! By this we mean: if the character of personal service and the performance of the articles sold is such as to cause annoyance, resentment, disappointment or expense—the more articles you sell the greater the limitation to the permanency of your trade and your "market possibilities." On the other hand, if your conduct and the articles you sell are such as to purchase the approval, good will and satisfaction of your patronage—then the more articles you sell the greater the scope for the permanency of your sales and the expansion of your market.

For instance: Two or three mornings ago we received a letter from a merchant in a town of 500 population asking for our Agency. The gentleman is a stranger to us. He was prompted to apply for the "High Standard" Agency by a resident who having used our products would use no other and who, because of her social prestige, exerted a tremendous influence on the rest of her community. So it is with *your* market. It grows or diminishes in proportion to the kind and quality of the service you render.

We are not speaking now of the hectic and temporary growth which seems to prosper on cheap, inefficient and therefore costly articles—sooner or later these appearances must give way to disintegration. We mean when we speak of growth, *the progress which is the result of well calculated, ethically sound and commercially practical principles and policies.*

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Brushes Dominate Special "Sanitary" Display

Hardwareman Has Numerous Lines Designed for the Sanitary Requirements of the Home Which Can be Grouped in an Effective Window Display Showing Importance of Sanitation

DISCUSSING brush sales with a Toronto hardware merchant this week Hardware and Metal was advised of the importance and effectiveness of the "sanitary" appeal in the sale of brushes. This merchant pointed out that much propaganda is being spread these days pointing to the high mortality which results from unsanitary conditions or failure to live up to the standards available by using modern utensils. Following out this idea he emphasizes the fact that the brush for the purpose is the only one which can produce the desired result. Thus only a radiator brush can properly clean the inside of a radiator and eliminate all the accumulation of dust which gathers here and is a prolific source of contamination if neglected. A banister brush is the only one which will properly clean the spaces between the spindles that is without a waste of time on the operation.

Then there is the closet bowl brush which facilitates the cleansing of this piece of bathroom equipment which if neglected becomes unsanitary. Clothes brushes, scrub brushes, shaving brushes, floor brushes, paint brushes, in fact all types of brushes can be sold as an implement to aid in bettering the sanitary condition of the home. The suggestion is made that hardware merchants arrange a series of displays at certain seasons of the year in which the underlying idea will be sanitation. In this display can be shown the various utensils necessary in keeping the home, outbuildings, back yards, etc., clean. In such a display brushes would of necessity form an important part for they are used in connection with almost every operation. The housewife is always attracted and interested by anything which tends to make the home clean and sanitary as she is anxious to safeguard the health of growing children. The same might be said of the husband, in fact everyone is interested in the question of sanitation because it is something of vital importance. It is such matters of importance which form the best basis for successful advertising of brushes and other hardware.

Makes Frames for Hot-Beds With Odd Sized Pieces of Left-Over Glass

"*LET'S GO BACK TO THE PRAIRIE. NO. IT'S BETTER WHERE WE ARE.*" This is a sample of the signs that the residents of the Grandview district watch for with amusement as they are posted on the windows of the Rowland Hardware and Paint Co. windows at 1130 Commercial Drive, Vancouver, B. C.

On the days when the snow was on the ground, and they were quite frequent last winter, the sign on the window would suggest a return to the prairies. This caught the eye of the whole district because the majority are from the prairie provinces and its just the thing they were jocularly saying to each other. "I thought we came here to escape the snow. Look at this," etc. Then the sun comes out and the grass is green, and the waters sparkle and the mountains stand out clear in their various shades of blue and every one says, "Well, this is pretty good after all, eh?" and the Rowland Hardware window says "Good-by Winter—Hello Spring."

Behind all this good humoured window drollery there is a steady business going on right now. The interior paints and varnishes and enamels are from the prairie provinces and it's just the thing they were jocularly house painting jobs and the renters are figuring on building hardware.

Mr. Rowland has found a good way to use up his odd ends of glass. He has a carpenter make up frames suited for hot-beds. The frames are made to take the odd sized panes. Then the hot-bed frames, complete with glass are sold.

There are many catchy signs, lettered by Mr. Rowland, displayed around the store. One is

AND REMEMBER
If you are not satisfied
in any way after buying
at this store—
YOUR MONEY IS WAITING.

FOLLOW UP LETTERS BRING PAINT BUSINESS

(Continued from page 58)

owners, that store would get the bulk of the retail paint business from apartment renters in the city. Here is what is said to apartment house owners to get their business.

Dear Sir:

The period for brightening up the interior and exterior of your building is almost at an end. New tenants will soon be coming in and they will be looking for attractive surroundings in which to live.

Are you prepared to receive them?

There is yet time to freshen up the floors and woodwork, retouch the enamel in kitchens and bathrooms and generally make things look like new.

The application of our cement coating on the exterior cement or stucco work will waterproof the walls through the rainy season, preventing damaging leaks.

If you have not already cleaned house we are at your service to supply the material and offer suggestions where they are needed. Have our representative call or phone us and your requirements will receive our immediate attention.

Yours very truly,

SAYS UNITED KINGDOM GOODS REGAINING POPULARITY

"Manufacturers in the Kitchener-Waterloo district are fairly busy, but do not expect the current year to be one of unusual activity," said F. W. Field, British Government Trade Commissioner in Ontario, on his return to Toronto after a ten-days' visit to industrial centres in that region. "I found a keen desire among manufacturers to develop export trade, and I was able to interest many of them in the desirability of purchasing their imports, as far as possible, in the United Kingdom or another part of the Empire.

"I gathered the impression that Wellington, Waterloo, and neighboring counties of Ontario are among the most thrifty, industrious and prosperous of the province. The Kitchener Electrical Exhibition was a great success, and considerable business was done there. I also visited the made-in-Guelph exhibition, which is being held all this week.

"I find that goods of United Kingdom manufacture are slowing regaining their pre-war ground in Ontario."

Boeckh's Brush News

Introducing

Boeckh's HI-GEN-IC BRUSH

ALUMINUM BACK — PURE BRISTLES RUBBER SET

For the Hands, Nails, Scalp and Bath

Our new Hi-Gen-Ic Hand and Bath Brush is a wonderful new line for the hardware merchant. It is a brush that is needed by the people who are already your customers. A brush that is in demand by all who want thorough cleanliness.

Formed to fit the hand, and built only of bristles of the finest grade, firmly embedded in vulcanized rubber, and this held in a vise-like grip by a case of highly polished aluminum, which forms the back of the brush—the Hi-Gen-Ic is attractive, light in weight, and of a size that can be conveniently carried in a coat pocket.

Hi-Gen-Ic has Strong Selling Points

It is practically indestructible. Its bristles can never come out. The hardest wear, and continuous sterilizing will not harm the Hi-Gen-Ic. It is absolutely sanitary. Dirt will not collect on it. Germs cannot breed in it. It cannot waterlog, foul or sour. And with every Hi-Gen-Ic Brush goes our money-back guarantee.

The Hi-Gen-Ic Brush

Note the Beautifully Polished Aluminum Back

Doctors have proved that many of the very worst diseases are carried by means of germ-laden hands. Constant use of the Hi-Gen-Ic keeps the hands healthy, smooth, absolutely clean, and free from germs.

An article having so many splendid selling points cannot fail to prove a profitable all-year-round seller for you.

Extensive Advertising Campaign

We are spending large sums of money advertising the new Hi-Gen-Ic Brush in papers throughout the country. Take advantage of this campaign, and reap its benefits. This you can do by beginning **right now** to sell Boeckh's Hi-Gen-Ic Hand and Bath Brushes.

To assist you further, we have a handsome plate glass display case which contains eight Hi-Gen-Ic Brushes. This case prominently placed in your store will prove a splendid salesman. Write for full particulars on this miniature show case.

Prices to the Public

Natural Black Bristles	$2.50
Silver Grey Bristles	3.00
Ivory White Bristles	4.00

Get your order in NOW. Lost time means lost profits.

The* BOECKH COMPANY, *Limited

Makers of Everything in Good Brushes since 1856

TORONTO - CANADA

Distributors:

MONTREAL: H. E. Smith Sales Company, 150 Craig Street West.

WINNIPEG: Mr. J. B. Buckham, 664 Broadway.

VANCOUVER and VICTORIA: T. S. Griffiths, 1080 Hamilton Street, Vancouver, B.C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, May 25.—The paint markets are featured this week by further price advances on turpentine and rosin, also lower quotations on window glass. Linseed oil prices are unchanged but the market continues firm with flax-seed remaining in a steady position. Oil demand is active and with comparatively low stocks of seed, a strong outlook is lent to the situation. Turpentine prices register a five cent advance, and an added feature to the local market is the low stocks on hand. With the movement becoming more active in recent weeks, dealers' supplies have been taxed to the extent that very little turpentine is now offered and certain distributors have withdrawn from the market. Apart from this firming tendency locally, the situation in the South is still strong. Stocks there remain of a light nature while demand, especially European, has become much more active. Rosin quotations show a corresponding increase, with much the same tendency apparent in this market as in turpentine.

As stated, easier prices are announced on window glass, a discount of fifteen per cent. being given on former net list. Cut sheet sizes also have an extra ten per cent. added to former discounts. The opening of navigation has caused an easier tendency in the market, and keen competition is stated to have been a determining factor in the present developments. Trade in paint, varnishes, and white lead continue seasonably active with little or no change to record, the markets remaining firm.

LOW TURPENTINE STOCKS ADVANCE IN QUOTATIONS

Montreal.

An increase of a marked nature is recorded on turpentine this week, the price level being advanced five cents to $1.27 per gallon in one barrel lots. Added to the firm tone in the market in the South is the stronger tendency locally owing to lessened stocks and a temporary shortage of supplies. Certain firms have now withdrawn quotations as a result, while others report only a limited stock for the increased demand. It is also noted that dealers who now have no turpentine to sell are those who in recent weeks were quoting a few cents below values with the statement that higher prices would be necessary when they were again forced to buy. Importers and distributors state that fresh shipments are expected within the next few days, but whether these will be ample to replenish all stocks, and thus fully relieve the situation is considered problematic. A heavier buying movement is also reported in the south, European demand especially showing a marked increase, and with stocks of a light nature in primary centres, there is a probability, according to one local importer, of a firm market for the ensuing weeks. However, the heaviest buying movement in turpentine is usually over within the next four or five weeks, and little fear is generally expressed of the present shortage reaching serious proportions. Revised quotations are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 27
2 to 4 barrel lots, per gal.	1 26
Broken lots	1 37

ADVANCED QUOTATIONS RECORDED ON ROSIN

Montreal.

Current quotations on rosin show a substantial advance on the local market, with the undertone, as in turpentine, described as firm. Recent reports from Naval Stores in the South, state that demand has shown an appreciable increase, European buyers showing considerably more interest. The stronger tendency is said to be more pronounced on the higher grades, with only moderate stocks available. Following are prevailing prices:

RESIN—

	bbls.	100-lb. kegs	Less quantities per 100 lbs.
G., medium grade	7 25	8 75	10 25
Water white	9 40	10 90	12 40

LINSEED OIL STILL IN A STRONG POSITION

Montreal.

Although current quotations on linseed oil remain at last week's figures, the undertone of the market is still strong. The flax market has continued firm during the week, and while slight fluctuations have occurred, there has been a further gain made in seed prices. The seed market is now on a comparatively higher plane, and according to those well informed there is every likelihood of the strength being maintained. Heavier shipments are being made from warehouses in the Canadian West, and available stocks, which have been lighter than in previous years, are dwindling. With American crushers still looking to this source, and consumption of oil continuing at its present ratio, there is reason to believe that earlier predictions of seed shortage holding the oil market in a strong position, are to be realized in the future. By-products, cake and meal, are again becoming a prominent factor, with higher price levels again reported this week. Local demand for oil continues in seasonable proportions, the increase in trade during recent weeks being well maintained, notwithstanding the higher market levels. Following are unchanged quotations:

LINSEED OIL—	Raw.	Boiled.
8 to 5 barrel lots, per gal.	1 08	1 10
1 to 2 barrel lots, per gal.	1 10	1 12

Less barrels, add 10 cents per gallon.

DISCOUNT ADDED TO WINDOW GLASS PRICES

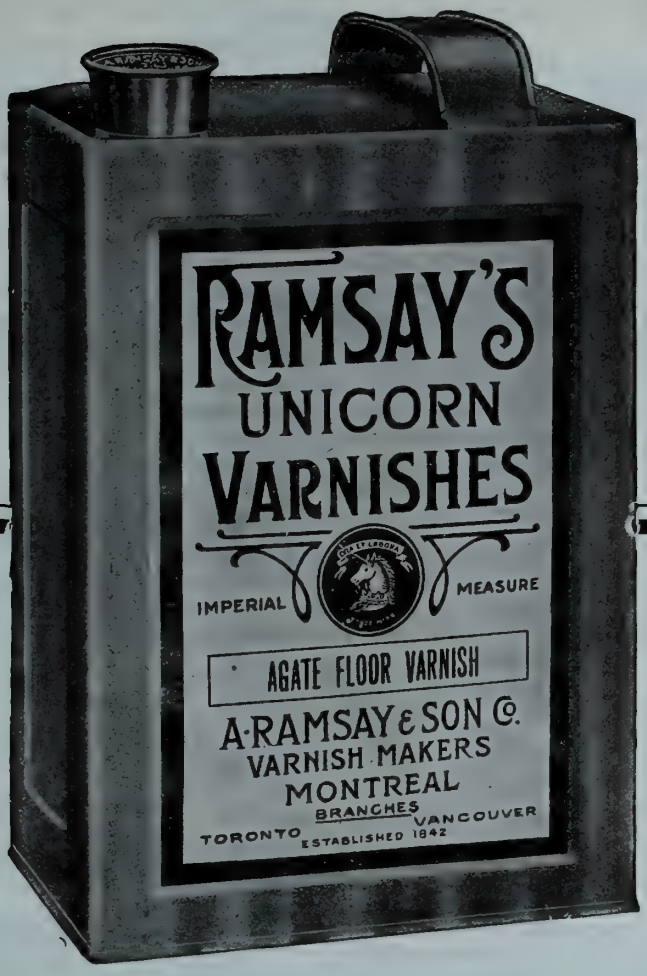
Montreal

Through adding a discount to former net prices, a substantial reduction is made on window glass. Present quotations are net list less 15 per cent., with cut sheet sizes less 70 and 10 per cent., former discount being only 70 per cent. The recent opening of direct navigation to this port, with lower transportation costs on import, is stated to be the chief reason for announcing the reduction, while keen competition is admitted as playing no small part in the glass market for some time past. Prevailing list with discount will be found on current market pages.

Toronto

TORONTO, May 25.—Another increase of five cents per gallon in the local quotation on turpentine supplies a prominent factor in current paint market reports, this revision being attributed to the shortage of this product apparent in local quarters. Distributors in general have been awaiting the easing of prices at southern producing centres, before placing extensive commitments. The policy of securing supplies for immediate requirements has been followed throughout the earlier months with the result that an increase in consuming demand finds stocks depleted, this having the consequent development that holders of turpentine not only reflect the higher levels of the primary markets in their asking prices, but are conceded to be in a position where any advance is considered reasonable under the circumstances. Distributors also claim that shipments at present on the

(Continued on Page 64)



Ramsay's Agate Floor Varnish

There is no doubt about "Agate Floor Varnish." It always lives up to its reputation as a "quality product." You can sell it in full confidence —that it will prove satisfactory beyond all expectations. Be a "RAMSAY AGENT"—It will add prestige to your store.

A. RAMSAY & SON CO.

Makers of Properly Preserving Paints and Varnishes for 80 years

MONTREAL

Toronto
49 Colborne St.

Winnipeg
123 Bannatyne St.

Vancouver
167 Pender St.

Edmonton Distributors:
Revillon Wholesale Limited
Edmonton

Nova Scotia Distributors:
James Simmonds, Limited
Halifax, N.S.

Calgary Distributors:
The McDonald-Baker Co.
818 8th Ave., W., Calgary

Regina Distributors:
Wood-Vallance, Ltd.
Regina, Sask.

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TORONTO PAINT MARKET

(Continued from Page 62)

way are well booked ahead, and until fresh receipts in the south are on a more extensive scale and quotations consequently easier, the local market trend is expected to remain firm. Others state that these new higher levels are generally looked upon as more or less temporary.

No change is evident in linseed oil quotations, the recent firmness generally being maintained owing to the high flax seed prices. The shellac markets are slightly easier, with other products unchanged. Current trade in paints and varnishes is described as remarkably brisk, one manufacturer reporting to Hardware and Metal that they were now doing a very fine business. The arrival of more seasonal weather has been an added stimulant in this direction.

TURPENTINE INCREASE CAUSED BY SHORTAGE

Toronto

With turpentine stocks locally reported to be at a very low level, distributing interests are in a firm position as regards asking prices and another advance of five cents per gallon has been announced. This places the gallon price for one barrel lots at $1.40. Such a condition, however, is described as temporary, fresh shipments being on the way which are expected to relieve the situation. The demand this year is stated to be well ahead of the records of the previous season, and the increased consumption, coupled with restricted production in the south, has found local supplies inadequate to care for requirements until the new crop is evident in larger quantities.

Only a limited amount of business has been transacted in the turpentine markets due to the fact that stocks are still generally reported to be more or less at the point of exhaustion. Consumers have momentarily expected the primary southern centres to weaken, due to the larger volume of fresh receipts that should become apparent at this season. Up to the present, however, the increased demand for turpentine on both domestic and outside markets, has generally taken care of new stocks. A brisk demand is looked for by producers, as it is conceded that while current trading has improved, yet consumers have only been buying in small amounts for immediate requirements. Local stocks are still on the small side, recent arrivals having been booked up and shipments on the way also reported as well as taken care of. Following are revised local price levels:

TURPENTINE—	Imp. gal.
1 barrel lots	1 40
2 to 4 barrel lots	1 39
5 gallon lots	1 55

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

FAIRLY BRISK DEMAND FOR LINSEED OIL

Toronto.

Linseed oil continues to be in fairly brisk demand, although the total volume of business transacted was not so large as during previous weeks. Prices remain at the higher level recorded last week, with a large number of inquiries evident. Flax seed quotations remain firm at recent advances, and there is an all-round increase in the consumption of oil, supporting the current market trend. It is reported that linoleum manufacturers, as well as paint and varnish makers have recently been covering their forward requirements of linseed, and this development has aided in bringing about the prevailing quotations. A slightly irregular tone is recorded in some quarters owing to the fact that prices are being quoted a few cents lower than the average, but this is generally attributed to competition evident as a result of demand slowing up a little, since the higher levels were reached.

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 15	1 18
3 to 4 barrel lots	1 14	1 71
6 to 9 barrel lots	1 12	1 15

Less barrels, add 15 cents per gallon.

INCREASED TRADE IN PAINTS AND VARNISHES

Toronto

Both producers and distributors of paint and the allied products, generally report a marked increase in general buying activity during the past week or two. The seasonal movement of these goods is now assuming more normal proportions, with many repeat orders coming to hand which swell the volume of current business. The stimulus of spring clean-up and paint-up campaigns conducted in various city and country districts has reflected a beneficial effect in the call for paints and varnishes and many merchants record brisk activity in this department. While the full force of the movement was a little late in arriving, owing to delayed weather conditions, it is now considered apparent that the paint industry is entering upon a swing of enthusiasm and enlarged influence which will carry a marked degree of activity throughout the following months, in all phases of the trade.

SOME UNSETTLEMENT IN GLASS QUOTATIONS

Toronto.

While some indication of price cutting in window glass has been rumored in certain quarters, this condition is described as of a minor character and not locally apparent. New supplies of window glass are now arriving, but local stocks are stated to be moderate, with current sales activity of a satisfactory nature for this time of the year. Demand is described by glass distributors as fairly good, with the general market tone as firm. One importer stated to Hardware and Metal that they are not looking for any change in price, at present, but it is noticeable that eastern markets record a discount off the box list, as well as similar easier changes on the cut sheet sizes. Therefore, such new revised levels may also become effect locally. With the increased activity in building circles creating some improvement over the demand for glass recorded last year, a brighter outlook prevails in the industry, in spite of the fact that the full force of this development is not expected to be apparent in glass quarters until the latter part of the construction season.

PITTSBURG MARKETS

(Continued from Page 57)

Total capacity in finished rolled steel is about 40,000,000 gross tons, while the present rate of production is 28,000,000 to 29,000,000 tons, so that these three industries account for a trifle more than 20 per cent. of the present steel output.

Steel Market.—This market in general, outside of the three lines just mentioned, is decidedly less active than in March and April. The lessening in activity has not weakened the situation, because mills are well sold up for a couple of months or more and do not need to secure much of any additional business for nearby deliveries to enable them to maintain operations. General buyers are moderately well covered, but apparently a few would like to have more steel, this being evidenced by some anxious inquiry in the market, against which some of the mills, probably the great majority, are endeavoring to secure delivery premiums.

In other words, the steel market presents an appearance of great strength, yet there is some room for doubt whether this strength will really continue. The lines of consumption outside of freight car building, structural steel construction, automobile and truck manufacture, do not present the appearance of actually consuming 75 per cent. of the steel now being produced. It would look rather as though some buyers and distributors have been replenishing stocks and will not require as heavy deliveries later on unless the ultimate consumption increases further.

The buying thus far is readily explained, for stocks were at an extremely low ebb at the beginning of the year, and fears regarding the coal strike of April 1 caused buying before that date, while when the strike proved to be somewhat bigger than was expected, on account of some non-union regions striking in addition to the regular union fields, a further stimulus to steel buying was given.

Some of the steel companies, those largely dependent upon coal regions where there are strikes, have had difficulty in maintaining supplies, but they are succeeding. Coal and coke have been purchased in different fields, but an extra freight haul is involved, adding to the expense.

Barrett Roofings, Cements Industrial Paints etc.

First Sales *Easy*—Repeat Sales *Sure*

When you handle Barrett Products you are aided by two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This *keeps* the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying *all* these famous Barrett Products? If not place a trial order to-day.

Everlastic "Rubber" Roofing

Everlastic Multi-Shingles

Everlastic Liquid Roofing Cement

Plastic Elastigum Patching Cement

Liquid Elastigum

Everjet Carbon Paint

Velvex Creosote Shingle Stains

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.
WINNIPEG VANCOUVER HALIFAX, N.S.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
28 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. .	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	....	....	125 50
30/30	.....	.....	144 50
803 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz. ..	9 50	10 50
Hunters axes. doz.	8 00	9 50
Single bits, doz. ...	10 50	15 00
Double bits, doz. ..	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50
Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each......... 0 50
12 or less than 50, each... 0 45
50 or less than 125 each.... 0 43
Bbl. lots of 125, each........ 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each..........$0 50
12 or less than 50, each..... 0 45
Box of 50, each.......... 40¼
Bbl. lots of 125 each, each. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......$	6 00	18-16 ...$	12 00
4-16 ...	5 00	19-16	14 00
5-16.......	5 00	20-16....	14 00
6-16.......	5 00	21-16....	16 00
7-16.......	5 00	22-16....	16 00
8-16.......	5 00	23-16....	18 00
9-16.......	6 00	24-16....	18 00
10-16......	6 00	25-16....	21 00
11-16......	7 00	26-16....	21 00
12-16......	7 00	27-16....	24 00
13-16......	8 25	28-16....	24 00
14-16......	8 25	29-16....	24 00
15-16......	9 50	30-16....	27 00
16-16......	9 50	31-16....	30 00
17-16......	12 00	32-16....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, Lon- and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.
Machine bolts, 7-16 inch dia. and larger, 42½ per cent.
Sleigh shoe bolts, all sizes, 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts. 42½%.
Plow bolts, 1, 2, 3, head 35 per cent.
Plow bolts, others ,35 per cent. disc plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60 per cent.
Fancy head bolts. 30%.
Shaft bolts ($3 list), 30 per cent.
Step bolts, large head ($3 list) 30 per cent.
Whiffletree bolts, 30 per cent.
Tire bolts, 52¼ per cent.
Stove bolts, 72½ per cent.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS Base

Do., Toronto	0 21
Sheets, base, Montreal	0 24
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 23

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag., f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard.......	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list [illegible]
Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 48
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	16 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb...	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb...	0 41	0 40
Tubing lb.	0 32	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.,; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6. 53c. per lb.; No. 7. 52c per lb.; Nos. 8, 9, 10, 12, 51c ib. F.O.B. Montreal, Toronto, Hamilton, London.

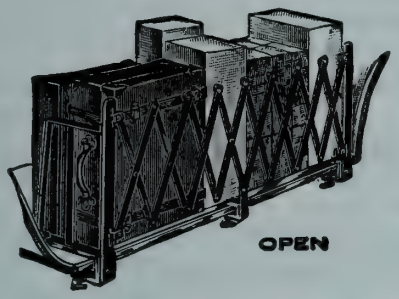
CROWBARS

Per 100 lbs.—Montreal, $7.75: Toronto, $8.00; London, $7.75.

An **ADAMSON** PRODUCT

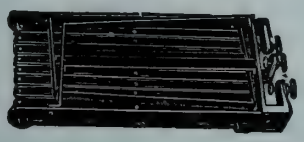
For Sale by all Jobbers.

Patented in Canada Sept. 21, 1921
Infringers will be Prosecuted



OPEN

STANDLEY

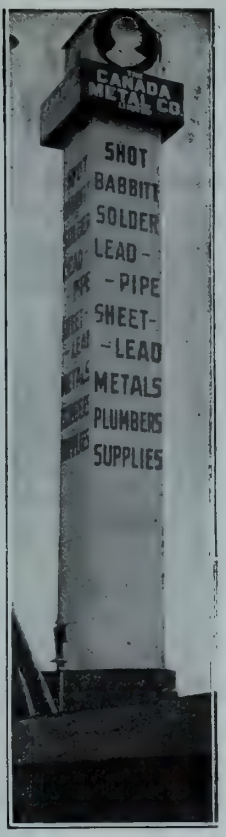


FOLDED

TYPE A—Carrier, $5.00 TYPE B—Carrier, $4.00

Adjustable Luggage Carrier, for suitcases, parcels, etc. Being adjustable to amount of baggage, there is no bouncing. Fits any car and can be put on without tools.

Adamson Manufacturing Co.,
Hamilton - Ontario



SHOT

Ton or Bag Lots.

SHEET LEAD

Your specification

LEAD PIPE

12 inch large, 1/16 inch small. Any size between

BABBITT

Harris Heavy Pressure and Imperial Genuine, the best in the world bar none

SOLDER

Bar, Slab, Wire, Rosin Core. Prices to suit the times. We need more business. We are trying to deserve it.

THE CANADA METAL CO., LTD.
TORONTO MONTREAL WINNIPEG VANCOUVER

"For a Rainy Day"—

The man who consistently invests a few hundreds each year never has to worry about the future—the rainy day or his old age has no financial terrors for him.

Whether you have already sufficient invested or whether you are still looking out for probable "buys", for the sake of your own future you must take every precaution for safety.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investments. This service is free at all times to subscribers.

Write now for a copy of THE FINANCIAL POST. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST
143 UNIVERSITY AVE., TORONTO

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.

7 inch	2 10
Cast, champion, 5 inch	$1 42
6 inch	1 57

DOORS, SCREEN—

Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—

Standard Lists.

Blacksmiths', ½ in. 2½ in. shank List each.

⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11 16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.

Rachet 10%

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT

Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)

	per doz.
Mechanics, polished nickle finish	7 90
Do., nickel finish	6 25
General purpose, do.	5 00
Saw Handle, polished, deep frame	16 00

F.o.b. Prescott.

GRINDSTONES

Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$4 75
Two-inch and over	4 00

40 to 80 lb. weight.

Under 2-inch face	4 25
2 ins. and over	3 75
Bi-Treadle, each	9 75
Cycle B. B.	8 75

GRINDSTONE FIXTURES Doz.

No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL— Doz.

No. 21	$10 50
No. 1	13 50
Nos. 1½ and 61½	13 00

HAMMERS, SLEDGE—

Can. 2-2½ lbs. cwt.	$20 00
Do., 3-4½ lbs.	18 00
Do., 5 lbs. and over	12 50
Masons, 2-3½ lbs.	25 00
Do., 3-4½ lbs.	23 00
5 lbs. and over	18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS, MACHINISTS—

No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

HANDLES, (WOOD)—

All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, net prices. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-cedar Mop Handles, $2.40 per doz. net.

HANGERS, BARN AND PARLOR

Storm King No. 42, list less 20-10%.

Safety No. 20, list less 20-10%.

Reliable, No. 1, list less 20-10%.

Round Trolley No. 1917, list less 33 1/3-5%.

Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.

No. 1	$9 75
No. 2	10 75

HATCHETS, LATH—

No. 3	10 00
No. 4	10 75

HATCHETS, BARRELLING—

Nos. 50 and 60 .... 14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00

Discounts 25%-33%, according to quantity.

Majestic, 1 burner	11 00
Do., 2 burner	16 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%. F.o.b. Toronto.

HINGES—Blind Doz. sets.

Clark's No. 1 .... 2 22

HINGES, SPRING—

No. 200 and No. 20, per gr. $21.25

Ajax Floor No. 3111, per set 1 85

Reliance Door No. 270.

Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75

Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.

F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—

Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—

	Toronto
Corrugated, ½ in., 100 ft.	13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96 .. ..21 per lb.

48 x 96 ....21c. per lb.

Less than case, 50c. per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)

Potts polished, per set	$1 70
Potts, nickel plated, per set	1 75
Potts handles, japd., grs.,	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs., and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.

Classic, $8 list.

Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.	
Standard	$0 44	
Household	0 33	
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only	0 44	
Do., 10, 12 and 14 ft.	0 49	
Single and Fruit Picking		
10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec).	15 55
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold blast genuine ruby	5 40 doz.

F.o.b. factory.

LATCHES— Per doz.

Steel Thumb No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List Ea.
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do. electric	116 50
Rotary water motor washer	29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, do.	145 00

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—

No. 4 dozen	$33 95
No. 8 dozen	44 90

Universal—

No. 4 dozen	$40 00
No. 8 dozen	52 00

MOPS— Doz. net

Liquid Veneer	$16 00
O-Cedar, large, with handle.	16 00
Do., with handle, small	10 00
S. W. Mops, complete	4 15
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
No. 10	2 30
Crank wringing	7 35
Smarts'	4 00
No. 11 Janitor	4 76

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.

F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10 1920.

Advance over base on common wire nails in kegs.

1⅛inch	1 40	3¼inch	0 15
2¾inch	030		
2¼inch	0 55	5½inch	base
2½inch	0 30	6 inch	base
1¾inch	0 75	4½inch	0 05
1¼inch	1 15	3½inch	0 10
2 inch	0 60	5 inch	base
1 inch	$1 50	8 inch	0 20
1½inch	0 80	4 inch	0 05

The NORTHLAND Trade Mark SELLS THE SKIS

Experienced Skiing enthusiasts look for it. It signifies the best in workmanship, correct design and materials. Send us your order to-day for the coming season's supply of Northland Skis.

The World's Largest Ski Manufacturer

NORTHLAND SKI MFG. CO., 23 Merriam Park, St. Paul, Minn.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

HARDWARE DEALERS

The Banner Ash Sifter

is the Common Sense Ash Sifter (Your Friend.) The price is popular and you can recommend it.

No. 2 Convenient Height. Handy Ash Can

Better Than Ever **Sales Fast Increasing**

One of our best customers mentioned that the BANNER is worth its weight in gold and cannot see how people do without them.
The oblong shape and perfect balance on the stamped steel rockers allow the ashes to spread freely and sift quickly.
We have spent many years making ash sifters, including the rotary, and the verdict of the people is for the popular Banner Ash Sifter.

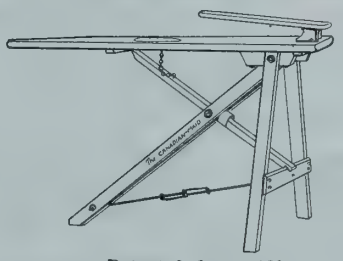
Order from your jobber

The Burrowes Manufacturing Co.
TORONTO

DOUBLE LIFE FLY SCREENS

EVERETT MFG. CO. LTD. — Everett's CANADIAN MAID WOODEN WARE PRODUCTS — SAULT STE. MARIE CANADA

The "Canadian Maid"



Patented Oct., 1920.

is the very latest thing in the way of an Ironing Table.
It is firm as a rock.
Weighs less than 18 lbs. but will support over a half ton.
Simple to operate and the most substantial Ironing Table made.
Folds up into about three inches of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

Send us your order and if not absolutely satisfied return the goods.

Write today for prices and descriptive literature.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.
Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.
Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for price on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave., Montreal.

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.O.B. Montreal, $3.65 base.

Freight equalized on above points.

Sydney and St. John, $3.80 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b., Montreal, $4.35 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch...	$1 80	48 inch...	$ 6 20
13 inch...	2 65	60 inch...	7 70
14 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 60		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 50
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal.	$ 0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder, ...	0.69.5
Mach. oil, reg. grades ..	0.39.0
Imperial gas engine oil ..	0.59.0
Parafine	0.20.0
List, less 15 per cent.	
Polarine per gal. list	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil E & Artic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net.....	0.09.89
Do., tank cars, net........	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly **report.**

PACKING Per lb.

Fine jute	$ 0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch .	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1		
Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred		
No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing	....	1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white .		5 50
Do., gray		4 50
Straw sheathing, heavy dry .		3 15
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe and dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		7 70
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb...	0 16
1-lb. pkgs., case lots, lb. ..	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz. ..	$7 25	$7 80
6 to 7 lbs., doz. ..	8 00	8 50
Rock—		
7 to 8 lbs., doz. ..	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in.	40%
4 gross (cartons), 4-in. ..	1 60
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	76 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt...	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 50	5 30
Ordinary, 52 sheets ..	$5 40	$5 25

PLATES, COKE TIN

20x28x100 lb. basis, box..	$13 50
20x28IC, 112s, box	14 00
20x28 IX, 112s, box	16 00
20x28 IXX, 56s box	9 25
20 x 28 IXXX 56s bx.....	10 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ..	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 4 35
No. 158, galvanized	4 45
No. 59, japanned	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0......	$6 85	No. 4....	$12 75
No. 1......	7 50	No. 5....	15 25
No. 2......	8 75	No. 6....	18 00
No. 3......	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING Toronto

Samson, 1 ply, roll		$ 2 05
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 90
	Montreal.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles (4 Shingles in One, sq...		6 00
Everlastic (red or green, mineral surface, sq. 36" wide..		2 85
Do., 18" wide		3 30

F. o. b. Montreal

Everlastic Liquid Roofing cement—		
Per gal., in bbls. ..	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 50	10 50
Coal tar (crude)	9 00	9 21

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net.	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver manila, basis	0 20
British manila, basis	0 20
New Zealand hemp basis ..	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marine, tarred	0 57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 85
Hemp, deep sea line basis	0 50
Hemp, tarred ratline basis	0 43
Hemp, tarred bolt rope basis	0 45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up ..	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion ....List, less 10%

4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

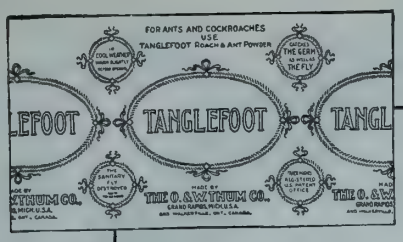
SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, O. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H. bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1½ in.	13 50
1¼ in.	15 6..



A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Black
See Montreal and Toronto report

SHEETS, Corrugated
See weekly report.

SHEETS, Galvanized
See Weekly Reports.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 85 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1. doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	—50 ft. Challenge Stl...	4 95
103	—50 ft. Reliable Jr., Stl.	5 25
243	—50 ft. Rival Steel	4 40
553	—50 ft. Steel	3 95
1243	—50 ft. Rival Jr., Steel .	4 06
603	—50 ft. Metallic	3 17
604	—66 ft. Do.	3 54
403	—50 ft. Linen	2 39
		Dozen.
713	—50 ft. Ass Skin	6 15
714	—66 ft. Ass Skin.......	7 37
143	—3 ft. Steel Pocket	7 27
145	—5 ft. Steel Pocket	9 20
175	—5 ft. Linen Pocket	6 35
165	— 5 ft. Cotton Pocket ..	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.
Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above, per doz. 2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz..........$2 20
Giant, No. 1................ 2 90
Jump No. 1 .... 2 90
Hawley & Norton, No. 1.... 4 25
Newhouse, No. 1 .... 6 35
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb........$0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work— Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard ... .51%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms. plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards. 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	3 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed wire $4.35.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.

Stovepipe Wire
No. 18 .. ..$ 8 50
No. 19 .. .. 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels ...	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

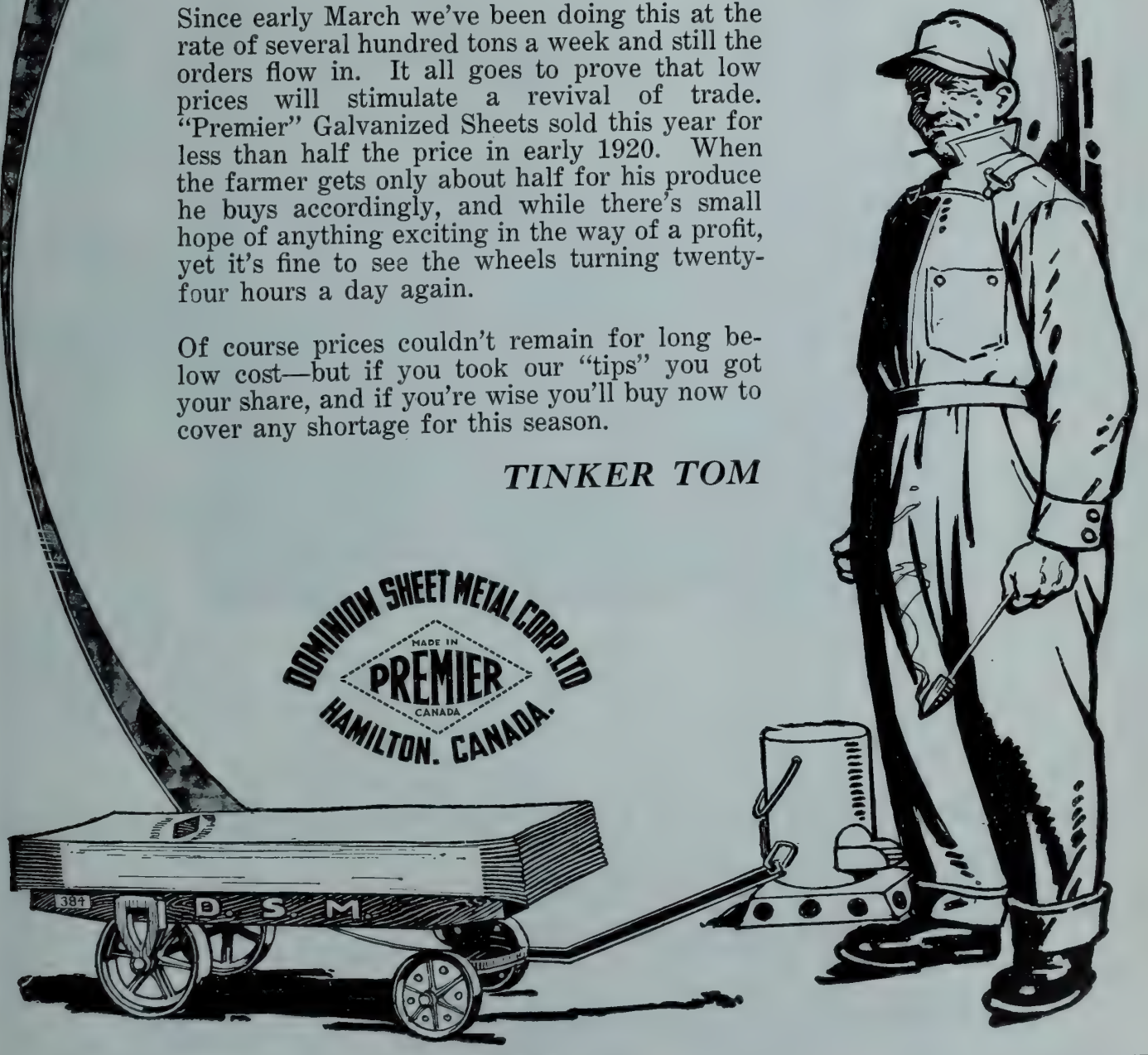
No. 360

From "early morn till dewy eve" I see a steady stream of Galvanized Sheets being made and shipped—not a sheet going into stock—

Since early March we've been doing this at the rate of several hundred tons a week and still the orders flow in. It all goes to prove that low prices will stimulate a revival of trade. "Premier" Galvanized Sheets sold this year for less than half the price in early 1920. When the farmer gets only about half for his produce he buys accordingly, and while there's small hope of anything exciting in the way of a profit, yet it's fine to see the wheels turning twenty-four hours a day again.

Of course prices couldn't remain for long below cost—but if you took our "tips" you got your share, and if you're wise you'll buy now to cover any shortage for this season.

TINKER TOM



If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. bbls. .. 0 07 0 07
Less quantities . 0 10 0 10

COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1 .... 06-09½
Do., less quantities .. 11-15
Raw and Burnt Sienna 100 lb. kegs, lb. 06-09½
Do., less quantities .. 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P. 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg .. 15-20
Do., No. 1, 100-lb. keg .. -08
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright 06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-16
Golden ochre, 100-lb. kegs ..-05
White ochre, 100-lb. keg .... -06
Do., barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls.....05-08
Spruce ochre, 100-lb. keg.. 05-08
Can. red oxide, bbls. 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red **0 27**
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.O.B. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall Muronic .. .. ..$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Allbagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags.. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS.—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
less 15 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70/10% o+.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.

Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white 3 95
C. P., Co., pure colors 3 60
C.P. floor paint 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white 3 45
B.-H. Fresconette colors 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond, floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white... 3 75
Do., colors 3 60
Re. Newitt, porch and floor. 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3 75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall. white 3 45
I. V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White..... 3 95
Do., H. S. Colors 3 60
Do., H. S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white ... 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colrs.. 3 60
O.P.W. Canada Brand, floor. 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tone, colrs ... 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint.. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors, ... 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white 3 95
Sherwin-Williams, colors 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white .. 3 40
Pearcy's Prepared, floor .. 3 00
A. & E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50

H. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 37
1-lb. paper cartons, per lb. 0 35
½-lb. tins, per lb. 0 39
1-lb. tins, per lb. 0 37
25-lb. tins, per lb. 0 38
50 and 100-lb. drums, per lb.. .. .. 0 31
250-lb. kegs, per lb. 0 29½
600-lb. barrels, per lb. 0 29
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN— Per 100 lbs.
G., medium grade 7 25
Water white 9 40

SHELLAC

Per gal.	Pure White	Pure Orange
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard oil 2 76
B. H. Gold Metal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 .. .. .. 4 89
Do., No. 2 .. .. 4 48
Do., Floor 4 00
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O. P. W. Jasperite Pale Hard Oil 2 50
P. & L., No. 61 ..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior **4 14**
Mar-not **3 33**
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor 4 85
Luxeberry Light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720 ..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior 4 40

Copalite—
Adelite, No. 103, Floor .. 3 90
Adelite, No. 105, Flat .. 3 90
Adelite, No. 100, Spar 5 70
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. .. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg. 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 110 lbs.)
5 lb. pkgs. White. Colors

Frescota	$ 8 50	$9 60
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	**per 100 lbs.**	
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax .. ..| $	0 45
Berry Bros.		0 50
Imperial Floor Wax		0 35
Anchor		0 38
O.P.W. Floor		0 38
Old English		0 67
Johnson's		0 67
Jamieson's liquid wax, gal.		3 50
Ramsay's		0 45
Martin-Senours		0 38
I.V. Wax		0 38
Sherwin-Williams		0 48
Solpar		0 40
Crown Diamond		0 38
Hillcrest		0 45
Plymouth Rock		0 45
Champion		0 50
Ad-el-ite paste		0 45
C. P. Wax		0 60

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls..... 3 25

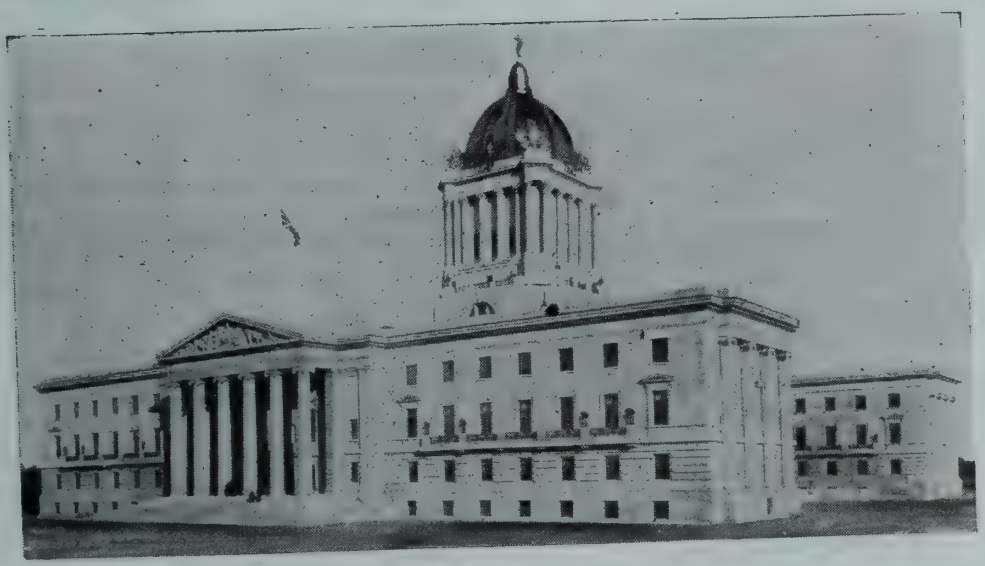
WOOD ALCOHOL Per gal.
In five gallons .. ..$ 1 75
Methylated Spirits 1 75

PILKINGTON
BROTHERS ~ LIMITED

Complete Service

From our SEVEN BRANCHES in the Dominion, we are able to make prompt shipment of all kinds of glass for building purposes.

All our products are of the well-known BRITISH STANDARD of QUALITY and recognized throughout the world as the best of their respective kinds.



Architect—MR. SIMON
Contractors—JAMES McDIARMID & CO., LIMITED
Manitoba Parliament Buildings, Winnipeg. Glass supplied and glazed by "Pilkington."

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office: St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%: machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0. $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8. $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 25%
Do.. wire 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.: 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	....
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

	per gal.
Raw	$1 20
Boiled	1 23

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

SCYTHES

WE MAKE NO APOLOGY

in introducing this line to you at this early season of the year. "Time flies" before we are aware of it. The demand for Scythes, Snaths, Stones, etc., will be with us soon; replenish your stock with an assortment of our well-tried dependable lines. We have in stock, but not shown in our Catalog, a consignment of Austrian Galician Scythes. If interested write us for further particulars.

OUR MOTTO
IS
SERVICE

THE J. H. ASHDOWN HARDWARE CO., LTD.
Calgary WINNIPEG Saskatoon

Here's ONE way
to sell more Paint and Varnish Brushes

Where confidence is behind a product, it produces sales.

Confidence tells the customer he'll be satisfied positively when he puts the product to use; it usually gives the swaying argument that clinches a doubtful sale.

Canada Paint and Varnish brushes have the backing of a confidence built up through years of honesty in brush making. This confidence is now a forceful selling agent for the Canada Brush dealer. Every brush bearing our name is backed by our guarantee.

Put this confidence to work in your store, if you are a Canada Brush dealer. And if you are not you'll find it worth while to investigate the why in "Once a Canada Brush dealer always a Canada Brush dealer."

Manufactured by

Canada Brush Co., Limited

St. John - N.B.

Montreal Branch 17 ST. GABRIEL STREET
Representatives, ST. MICHEL, LTD.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.......... $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs. ..$10 00
Plumbers, bale 50 lbs....... 4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor .	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B..	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C..	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine ..	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color..	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,.......	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 00
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½ $2 15
No. 165 x 3................. 3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 80%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES— Doz.

Clipper $16 80
Bush 16 80
Cast 15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS Each

Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 60

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 basc. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 60
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½.....	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones.........	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional 7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in. $11 00
Cast, plain, 10 in. 15 60
12 in. 18 80
14 in.. .... 24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut., $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

	—Dozen—	
Always Ready	Black,	N P.
No. 1	$4 60	$5 00
o. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Regent	$69 00
New Era	76 50
Universal	49 50

THE BUYERS' GUIDE

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
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Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE BUMPERS
B. J. Coghlin & Co., Ltd., Montreal.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
British Empire Steel Corp. Ltd., Montreal.
Maxwell-House Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BARN DOOR LATCHES
N. Slater Co., Limited, Hamilton, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BROOMS
Canada Brush Co., Ltd., St. John, N. B.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubbersett Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubersett Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Limited, Hamilton, Ont.
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEILINGS, METAL
McFarlane Douglas Co., Limited, Ottawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal.
Maxwells, Ltd., St. Mary's, Ont.
Sheet Metal Products Co., of Canada, Ltd., The,

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Beatty Bros., Ltd., Fergus, Ont.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Hanson Co., Ltd., Montreal.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.
Sheet Metal Products Co., of Canada, Ltd., The,

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
Canada Metal Co., Ltd., Toronto.
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

CORNICES
McFarlane Douglas Co., Limited, Ottawa, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skreens Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd. Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bullock Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Garland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.
Sheet Metal Products Co., of Canada, Ltd., The,

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. M. Williams & Co., Ltd., St. Catharines, Ont

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co. Ltd., Guelph, Ont.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Hurtubise, Limited, Montreal.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co.. Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co.. Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Quality Tool Works, Ltd., Montreal.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HARVEST TOOLS
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lamarre & Co., Ltd., St. Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co.. Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co.. Ltd.. Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The,

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
McFarlane Douglas Co., Limited, Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
British Empire Steel Corp. Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walker Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Macdonald Wire Goods Co., Drummondville, Que.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont
Simonds Canada Saw Co., Ltd., Montreal, Que

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England
Rawson Bros., Ltd., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
Sheet Metal Products Co., of Canada, Ltd., The,

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Sheet Metal Products Co., of Canada, Ltd., The,
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dundas Linseed Oil Co., Baden and Toronto

A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.
Sheet Metal Products Co., of Canada, Ltd., The,

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y
N. Slater Co., Limited, Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co. Ltd., Moncton, N.B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton
Canada Brush Co. Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Rubberset Co., Ltd., Toronto, Ont.
Williams & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.

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Brandram-Henderson, Ltd., Montreal, Que.
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Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
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PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolve Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marlin Firearms Corporation, New Haven, Conn.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Thos. Davidson Mfg., Co., Ltd., Montreal.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
E. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

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B. J. Coghlin Co., Ltd., Montreal.

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The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
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The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

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Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
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Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

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Dean Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
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RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
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The Stanley Rule & Level Co., New Britain, Conn.

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Gillette Safety Razor Co., Ltd., Montreal, Que.

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Hamilton Cotton Co., Ltd., Hamilton, Ont.

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Henry Disston & Sons, Limited, Toronto.
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E. C. Atkins & Co., Hamilton, Ont.
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T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
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E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
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Henry Disston & Sons, Limited, Toronto.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
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Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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Henry Disston & Sons, Limited. Toronto.
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Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
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Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

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E. C. Atkins & Co., Hamilton, Ont.
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Goodell-Pratt Co., Greenfield, Mass.

Millers Falls Company, Millers Falls, Mass

Simonds Canada Saw Co., Ltd., Montreal, Que.

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Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
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Simonds Canada Saw Co., Ltd., Montreal, Que.

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Canadian Fairbanks-Morse Co., Ltd., Toronto.

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SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Christopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N.J.
Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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McFarlane Douglas Co., Limited, Ottawa, Ont.
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS.
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Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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McFarlane Douglas Co., Limited, Ottawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SKYLIGHTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Canada Metal Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co. Ltd., Hamilton.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Pint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto.
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

STONE LADDER FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

TACKS
The Canada Tack & Nail Co., Ltd., Morrisburg Ont.
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE.

KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAPS
Butterfield & Co., Inc., Rock Island, Que.
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Ghuden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrens Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co. Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

A REAL OPPORTUNITY.

There is an opening in the advertising department of Hardware & Metal for an experienced hardwareman, preferably one who has had retail, wholesale and road experience. Must be a man with thorough knowledge of hardware merchandising. Must also be a man of good appearance, and personality, who can discuss hardware merchandising, intelligently with manufacturers and advertising agencies. This position will require a man with initiative, and one who will be willing to make an exhaustive study of the various phases of advertising and merchandising. The right man will be given every opportunity to make good. He will attend trade conventions in various parts of Canada. He will have opportunities to attend sales, advertising and editorial conferences on many of the 15 MacLean publications. A good salary will be paid to start, and future renumeration will keep pace with the man's capacity to earn more money. Apply by letter only, giving complete details regarding qualifications to Manager Hardware & Metal, 153 University Ave., Toronto, Canada.

WANTED

WANTED BY MANUFACTURER, MANUFACturer's agents or hardware travellers calling on retail hardware, garages and accessory stores to sell line of tools on commission basis. Exclusive territory and very liberal commission given right man. State full particulars relative experience, age, lines already handling, how often territory covered and if by car or train. Box 419 Hardware and Metal.

HARDWARE BUSINESS WANTED IN GOOD town. Must be well established, having good turnover. Give full particulars in first letter. Box 943 Hardware and Metal.

HARDWARE STORES WANTED, WOULD like to get in touch with parties in towns of three thousand and larger in Western Ontario, wishing to dispose of hardware business. Correspondence confidential. Prefer not to purchase buildings, but to lease on long term. Address J. W. Peart, St. Marys, Ont.

HARDWARE BUSINESS IN GOOD TOWN with clean stock. Well established, good turnover. Give full particulars first letter. Box, 27 Hardware & Metal.

FOR SALE

HARDWARE BUSINESS IN ONE OF THE best Eastern towns. Good dairying section. Stock and fixtures about $11,000. Good reason for selling. Box 624, Hardware and Metal.

MANUFACTURING PLANT FOR SALE

Grand opportunity for successful enterprise and ready sale for output. Self-contained plant including Machine Shop, Foundry and Wood-working. Well equipped for manufacturing, light and medium weight machinery. Building for employees and about ninety acres of land. Rail and water connections. First class connections already made for sale of good line of Machinery and Tools, which plant is well equipped to turn out. A good supply of partially manufactured stock on hand. Further information will be supplied by application to Thomas Bell, Pugsley Bldg., Saint John N. B., or the Thompson Machinery Co., Limited, Grand Bay, Kings County, N.B.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

SITUATIONS WANTED

YOUNG MAN WITH OVER 10 YEARS GOOD sales record among Toronto hardware merchants and excellent hardware experience, desires position with real live firm. Box, 63 Hardware & Metal.

Look through these you may find what you want

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

---

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Machauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands.....20c per doz. 90c per 100
Three spiral colored bands.....25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited
255 Water Street Peterborough Canada.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Look for the full name

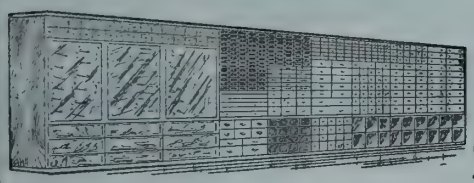
RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.



CAMERON
Store Equipment

Our Specialty

Cameron & Company

74 Logan Ave. Toronto

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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BEST RULE MADE FOR GENERAL MEASURING.

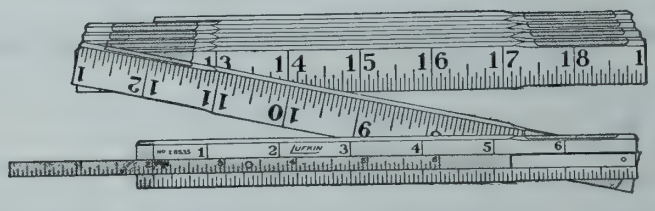
LUFKIN **Boxwood Extension Rule**

No. X.-8536-6 Ft.

More durable than ordinary spring-joint rules.
Longer than common boxwood rules.

Perfectly designed for taking inside measurements of door and window frames, boilers, etc., and such other measurements as are difficult to take with the ordinary folding rule. Just as convenient as a common rule for taking all other measurements.

Two Rules in One. Read the Pictures.



Has graduated brass slide, locked so it cannot fall out. Open rule to within 6 inches or less of distance, extend brass slide, and you have exact inside distance between points. Rule measures just like an ordinary Spring Joint, when slide is not extended. Made of extra heavy genuine boxwood. Firm yet smooth working spring joints. Extra legible markings.

Appeals to every mechanic, so should be stocked by every hardware

MECHANIC'S TOOLS **THE LUFKIN RULE CO. OF CANADA, LTD.** TAPES—RULES
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered

60,000 RADIO MEN Need This Kit Now!

HERE'S a live business-getter—the Klein Radio Tool Kit for radio men. Ride in on the big popular wave for radio! Cash in on the popular enthusiasm with this timely item!

Advertisements on this kit will appear in next month's consumer radio magazines, and there's snappy window display ready for dealers **now!**

Nicely put up in a full leather, wax-stitched folding pocket case—this kit includes one Klein 5-inch long-nose plier, one Klein 6-inch side-cutting plier, small screw driver, electrician's knife, a high-grade file and electrician's tweezers.

It costs the retailer $5.35 (F.O.B. Chicago) and sells over the counter at $7.50 (F.O.B. Chicago). Get in on the money being spent on the radio fad. Wire your jobber or us your order for a dozen kits and display material to-day.

Western Canada Agents:
L. T. Walls Sales, Ltd., 52 56 Albert St., Winnipeg, Man., Canada.

Eastern Canada Agents:
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada.

Mathias KLEIN & Sons
Established 1857 Chicago, Ill. U.S.A.

1729 1922

A highly developed modern plant is — behind this WHITE LEAD

THE TEST OF TIME

BRANDRAM'S GENUINE B. B. WHITE LEAD is manufactured on a formula used continuously since 1729. A product elaborated early in the 18th century is still in prime favor in the third decade of the 20th century. It enjoys a proud heritage, a supremacy maintained during 10 generations.

THE TEST OF ATTRIBUTE

BRANDRAM'S GENUINE B. B. WHITE LEAD has always been prized for its qualities, and the following represent some of the reasons for tributes paid us by satisfied users:—

Its Opacity and Exceptional Whiteness.
Its Uniformity of Fine, Amorphous, Non-Crystalline Pigment.
Its great Smoothness and Covering Capacity, giving Maximum Spreading Results.
Its Durability and Resistance to the erosive action of Wind, Dust and Rain, yielding a wonderful Paint for Permanent Protection.

To these superlative qualities may surely be attributed the constant growth of the demand for BRANDRAM'S GENUINE B.B. WHITE LEAD.

BRANDRAM'S GENUINE B.B. WHITE LEAD

The WORLD'S STANDARD WHITE 1729

Tested by Science's latest method, the Pfund Cryptometer, an instrument of mathematical precision—BRANDRAM'S GENUINE B.B. WHITE LEAD is proved to have greater hiding power than any other Brand on the market.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 22 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA June 3, 1922

High Quality + Production + Advertising

Make Columbias the Fastest Selling Dry Batteries in the World.

COLUMBIA "HOT SHOT"

THE MULTIPLE

The Columbia Hot Shot is a unit battery in an attractive moisture-proof case. Soldered copper strips connect the individually tested cells, which are entirely surrounded by a water-proof insulating compound. It is only necessary to connect two wires to the binding posts. The battery is then ready to operate. The Hot Shot is particularly useful for lighting and ignition where the variety of sizes makes it adaptable for motors of all sorts. It is very satisfactory for carriage lighting.

These batteries are made from specially selected cells arranged and connected to give various voltages and capacities and are specially adapted for motor boat lighting and ignition, or for use in wet or damp places. The cells are connected by means of heavy copper ribbon soldered to the terminals. Every cell is insulated from the case and from the other cells in such a way as to make a water-proof and practically damage-proof unit battery. The Columbia Multiple Battery is enclosed in an hermetically sealed metal case, with convenient handles for carrying.

CANADA NATIONAL CARBON CO., LIMITED

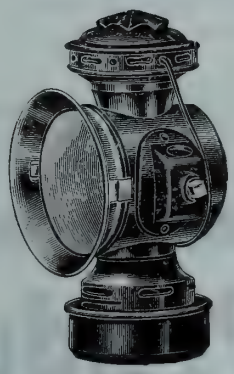
MONTREAL TORONTO WINNIPEG VANCOUVER

Columbia Dry Batteries

— they last longer

CT7

Driving and Parking Lantern



Dietz "Eureka" is a highly dependable small driving and parking lantern, ideal for any vehicle. It is made of cold rolled steel, with positive locking oil fount, and lawful ruby rear lens, its handy bail makes it a very convenient portable light in case of mishap on the road. It will meet the requirements of the City of Toronto by-law.

Height over all, 7¼ inches.
Size of wick, ⅝ inch.
Fount capacity, 10 hours.

Patented steel burner No. 561.
Size of door lens, 3⅛ inches.
Size of ruby lens, 2¼ inches.

Black enameled with nickeled door ring.

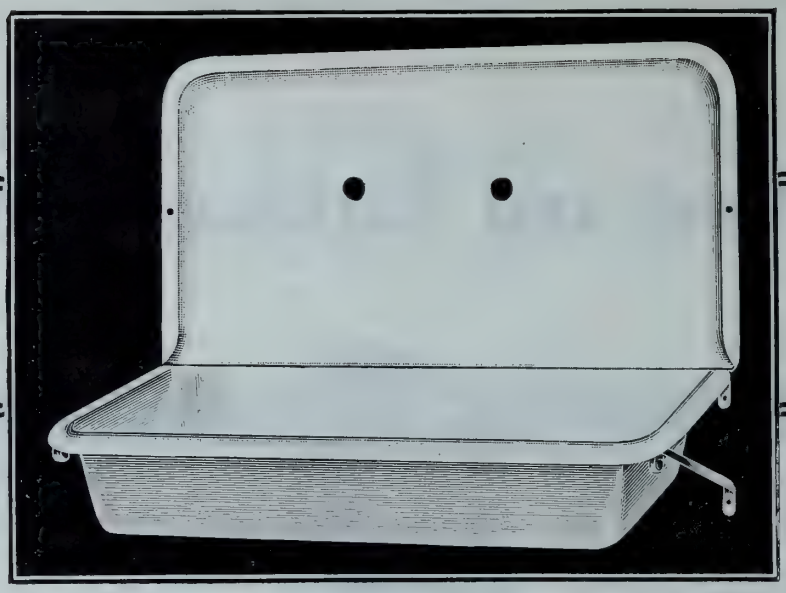
We are the Exclusive Agents in Ontario for Dietz Lanterns

HOWLANDS SAMSON QUALITY H.S.HOWLAND SONS & CO. TORONTO

H. S. Howland & Sons Co.
LIMITED
TORONTO

HOWLANDS SAMSON QUALITY H.S.HOWLAND SONS & CO. TORONTO

If interested tear out this page and place with letters to be answered



A New Product with a Great Future

This new white enameled Roll Rim Sink fills a big gap in a big market. Such a sink has been needed for years. We introduce it now with the assurance that it is the perfect article—a product on which we have spent over seven years of study and hard work.

SMP *White Enameled* ROLL RIM SINKS

are almost **50 per cent.** cheaper in cost than other sinks! This saving amounts to a very big total where a man buys large quantities of sinks in a year. And it effects quite a saving for the individual householders too.

While immensely strong, an SMP Roll Rim Sink, packed complete for shipment, weighs only 58 lbs. Other sinks weigh from 120 to 150 lbs.! Think of the saving in freight and haulage.

They are made of 16-gauge rust-resisting Armco Iron with an everlasting covering of very special enamel—identical to that used on the finest ranges and kitchen table tops. The outside is given two coats of this super-enamel and the inside three coats. It is pure white, of course, and the surface is smooth as glass.

Each SMP Roll Rim Sink is packed separately, ready for the job, including nickel plated brass strainer, special adjustable brackets and couplings for iron and lead pipes. With each sink we supply connections for 1½ inch lead pipe and 1½ inch iron pipes.

The size of the sink is 18 inches by 30 inches, with a back 16 inches high, leaving openings for hot and cold water taps.

The introduction of this splendid, inexpensive sink is of great importance to hardware merchants, plumbers and supply houses. This line has a definitely big future and warrants your immediate interest.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

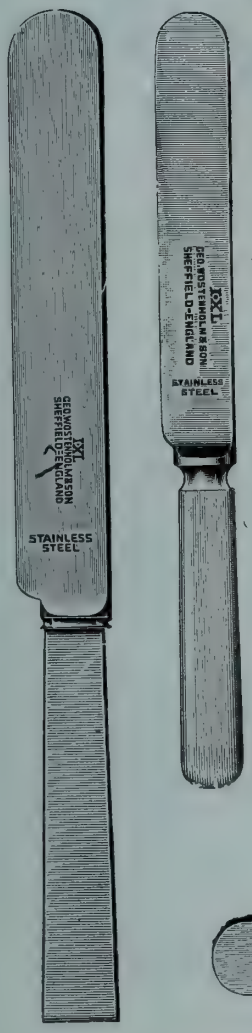
MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

I-XL

Stainless Steel Knives



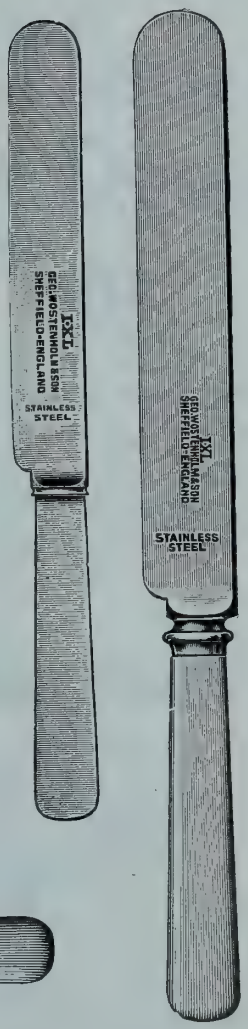
have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade



GEO. WOSTENHOLM & SON
Limited

GEO. WOSTENHOLM & SON, Limited
SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited
MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

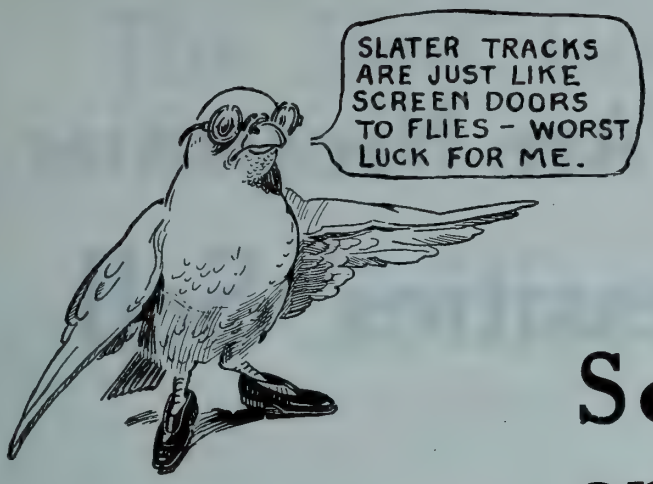
If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

If better nail hammers could be manufactured they would be produced in Brockville, Ontario, and on each tool you would find the trade-mark of the Smart People.

JAMES SMART PLANT
BROCKVILLE, ONTARIO
St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to oe answered.

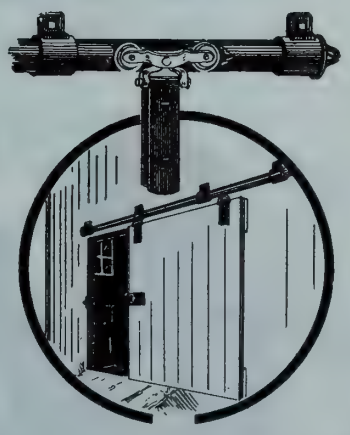


Screen Doors and Barn Doors Hang 'Em!

WHERE there is the smell of good things cooking there are flies and where the grain is there are birds. Screen doors are indispensable on the home and 19-line farm doors are essential on the barn. Screen doors and bird-proof barn doors are going to be in demand this season, and hinges and hangers asked for. Get in line for the call you will have for Slater goods.

Demonstrate the 19-line hangers and tracks at every opportunity you get. Show them to the farmers' wives. They know what the screen door did to the flies, and will appreciate what the 19-line barn-door hangers will do to the birds.

Write us for any sales assistance you need.



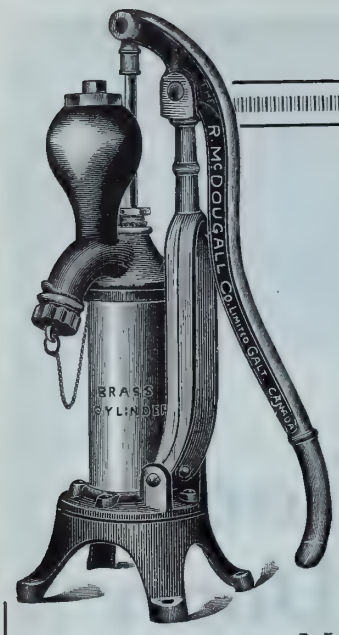
N. SLATER COMPANY, LIMITED

Hamilton, Canada

Representatives:

T. Mortimer & Co., Toronto
H. E. O. Bull, Montreal, Quebec
N. J. Dineen, Winnipeg, Manitoba
A. T. Chambers, Vancouver, B.C.

If interested tear out this page and place with letters to be answered

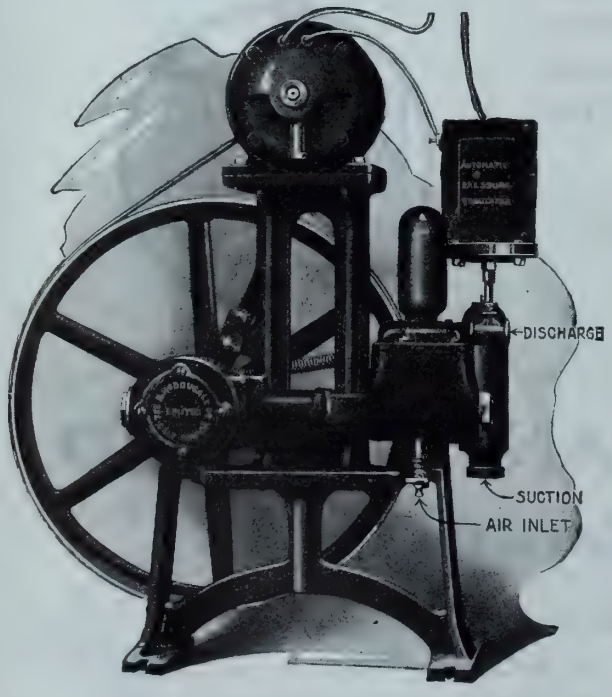


Pumps Are Necessities

Necessities Sell

Necessities always sell; and to the 55 per cent. of Canada's population that dwells in rural districts, pumps are a necessity.

There are grades, even to necessities. Farmers buy 45 per cent. of all motor cars sold in Canada. Farmers' wives demand better household conveniences. Hence the popularity of McDougall's House Service Pumps—an electrically driven outfit. A timely talk on the convenience of running water will make sales—to your farmer customers, and these sales are profitable. Write us on this now. It will pay.



The R. McDougall Co.

LIMITED

Galt - - Ontario

If interested tear out this page and place with letters to be answered.

The Best Corner in Your Store

That was what we called the Shaving Corner in our last advertisement. The claim is big but not extravagant.

If you divide the floor space by profits returned, the answer per inch bears us out.

And we called the Gillette Safety Razor "The Best Thing in the Corner." We spoke of the permanent nature of the business—the return of your customer from time to time for blades, brushes, soaps, powders, &c.

Add to this the value of the clientele. Men who want the best razor and are willing to pay $5.00 or more for it are in a position to buy anything else in your store.

For your other classes of trade you have the Brownie Gillette—the razor that for twenty years served men faithfully and well—made daily shaving the custom of the world and was the father of the Shaving Corner.

MADE IN CANADA — TRADE Gillette MARK — KNOWN THE WORLD OVER

Gillette Safety Razor Co. of Canada, Limited

MONTREAL - CANADA

Gillette Safety Razor

If interested tear out this page and place with letters to be answered

The Easy Profitable Way To Sell Transmission Lubricants

The cut-out section of the above container shows the pump properly installed in position. Note the simplicity of the pump and its strong, compact appearance. Note also the big oversize truck with double front swivel wheels and the special locking device which keeps the handle in an upright position when not in use.

You can dispense grease or transmission oil quickly and at a good profit if you use the Imperial Polarine Transmission Oil and Grease Pump.

It is a simple matter to attach this pump to the new Imperial Polarine Transmission Oil or Grease drums which are furnished with a bolted friction head especially for this purpose. When drum is empty the pump can be easily and quickly transferred to another drum.

A nozzle and eight feet of rubber hose are regular equipment with this pump. A truck which is also supplied if desired enables you to haul the outfit right out to the customers' car.

Install one of these neat, compact outfits as part of your oil handling equipment and you will do yourself and your trade a real service.

Let the Imperial Oil salesman explain our special offer on this outfit, or write to 56 Church St., Toronto, for your copy of an illustrated folder giving complete details.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

Always recommend Imperial Polarine Transmission Oil for enclsoed gears. It is an all-oil transmission and differential lubricant which goes farther and gives better results than grease where leakage can be prevented. Your customers will like it.

WIRE NAILS

Blued—Cement Coated —Galvanized—

CUT NAILS

Standard Cut Nails
Cut Finishing Nails
Roofing Nails
Coopers' Nails

Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

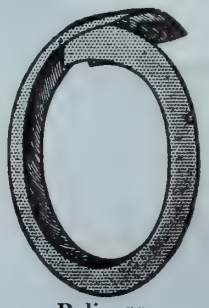
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

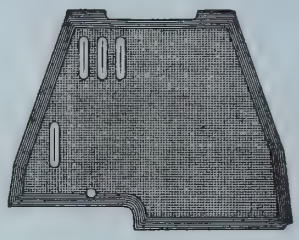
If interested tear out this page and place with letters to be answered

Cash in On Accessory Sales

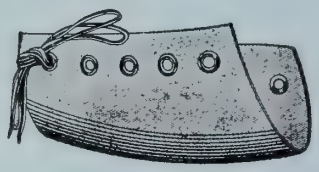
Through "GUTTA PERCHA" Accessories



Reliners



Windproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

Reliners—Show these handy reliners. The well-defined need for them makes their sale largely a matter of letting motorists know you have them. They save the old casing when it's about to "blow." Never recommend for **new** casings—they're not meant for that.

Windproof Mats (for Fords)—These specially shaped mats suited to Ford Coupes, Sedans and Touring Cars, fit closely around the brake and clutch levers. They effectually prevent the entrance of heat, dust and disagreeable odors. Display them well and so increase your sales.

Lace-on Boots—This is a valued "first-aid" package for the motorist. When these are handy, there is no worry and anxiety when the "soft-spot" appears in the casing. They are very easy to slip on and effective in use.

Sealtite Patches—Long stops for punctures are saved by having Sealtite Patches in the car. With no other tools than the hands, a Sealtite Patch can be quickly applied and the tube immediately used. No wonder motorists come into the store so often for them!

"Quality all Through"

Gutta Percha & Rubber, Limited

Head Offices and Factories: Toronto

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered

Don't Let Your Customers Use the Wrong Tools

Recommend and Sell

Butterfield

Brand

Mechanics cannot afford to use inefficient tools. The Wrong tool does a bad job and the casting has to be "scrapped" at heavy loss.

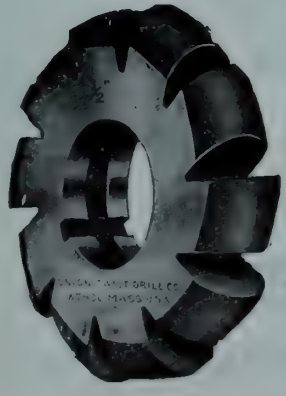
Order Butterfield tools for your tool department today —they will prove highly profitable investments.

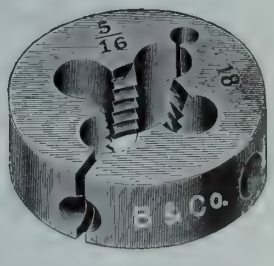
Investigate the particulars regarding Butterfield tools and you will learn how well they sell and how much you profit.

Butterfield & Co. Division

Union Twist Drill Co.

Rock Island, Quebec





STORES:—220 King St. West, Toronto, 131 St. Paul St. West, Montreal
AGENTS:—D. Philip, 138 Portage Avenue, Winnipeg, Gorman's Limited, Dominion Building, Vancouver, B.C.

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobel & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, Fairbanks-Morse Co., 9 Young Street, Sydney; Charles Dreyfus, B. Mitre, 785 Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

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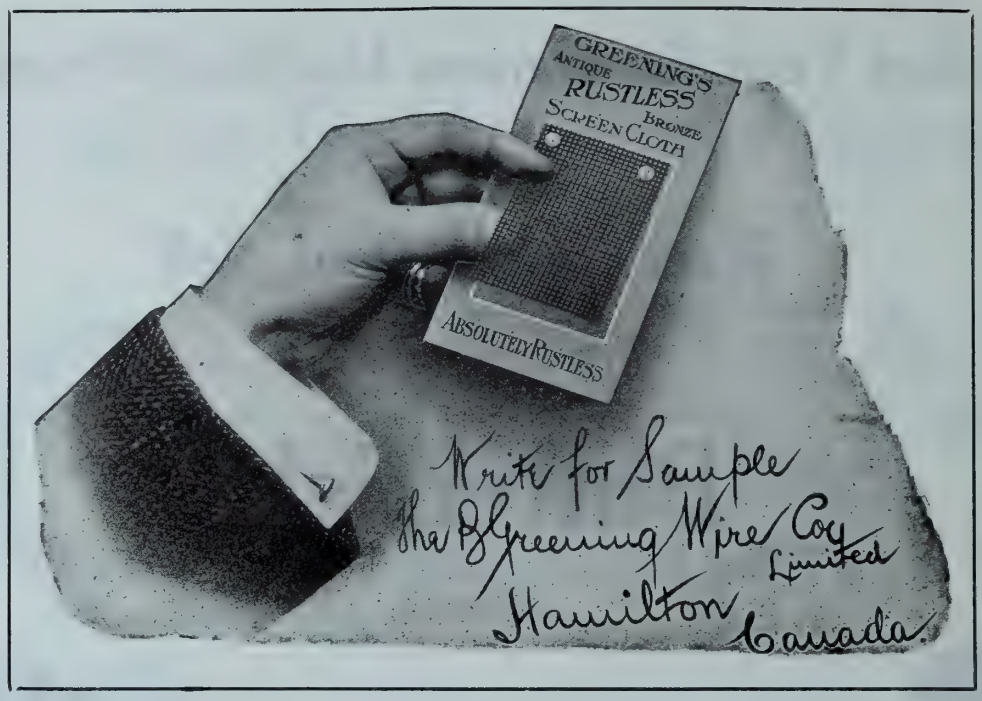


GREENING'S RUSTLESS BRONZE

For Your Customers Who Demand The Best

Greening's Rustless Bronze Cloth is the best material made for screens. A broad statement perhaps, but absolutely based on facts. Here are the reasons why:

Greening's Rustless Bronze Cloth is practically indestructible. Screens can be left up the entire winter as it is impervious to ice and snow. It is only through handling that screens made with Greening's Rustless Bronze Cloth can be damaged. Your customers are saved the bother of removing and putting up screens each year.

Greening's Rustless Bronze Screening is 17% heavier than any other bronze screen on the Canadian market.

While heavy and strong, nothing interferes with the free passage of air. The mesh, 14 to the inch, is the most satisfactory for use in Canada.

As we absolutely guarantee that this product is rustless it is a screen that you can have no hesitancy in recommending.

These are real selling points that wi.l increase your screen business. Order through your jobber or write us.

The B. Greening Wire Company, Limited

HAMILTON, ONTARIO.
WINNIPEG, MONTREAL

If interested tear out this page and place with letters to be answered.

THIS FORCEFUL ILLUSTRATION

forms the basis for June advertisements in a list of selected cosmopolitan dailies throughout Canada. It completes the big educational Spring Drive which started in April. Now is the time for you to cash in on our campaign by co-operating with our national advertising.

Look for our advertisement in the daily papers of June 9th.

A Window Display sent **FREE** on request.

Valet Auto-Strop Razor

Sharpens its own blades

MODEL C

$1.00

NOTE: The silver and gold plated sets —at $5.00 and up— remain unchanged in price, appearance and construction.

AutoStrop Safety Razor Co., Limited, Toronto, Canada 25

If interested tear out this page and place with letters to be answered

Good Tools——— make Better Sales

YOUR customers will appreciate the good points of Williams' Superior Drop-forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers—made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

J. H. WILLIAMS & CO., Limited

"The Drop Forging People"

30 Thorold Road, St. Catharines, Ont.

The Humble File --Twice Blessed.

You will get a double blessing from your little stock of files if you specify one of the five brands named below.

These brands not only sell themselves, but bring custom to your store, because they are recognized as the standard and are demanded by file users, who will buy more than files in your store.

No heavy investment—no sluggish stock—your jobber will supply your needs as they arise, because we maintain large reserves.

Specify one of these brands when ordering:

Kearney & Foot
Great Western
American
Arcade
Globe
FILES - - RASPS

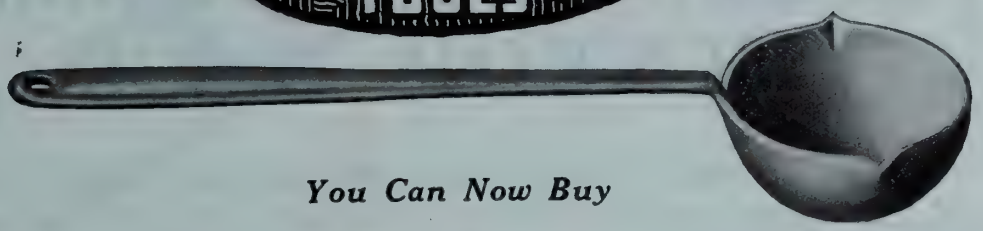
Made in Canada by

Nicholson File Company

PORT HOPE
ONT.

If interested tear out this page and place with letters to be answered

QuiKwerK TOOLS



You Can Now Buy

Warren Melting Ladles

THEY'RE made of malleable iron—the material which so many customers prefer for handling molten lead or babbitt metal. It has high heat-resisting quality and does not easily burn out. The fact that these ladles are **Warren Certified Malleable Castings** guarantees their quality.

Double lipped.. Handle lengths 9 in. to 14½ in. Bowl capacity ⅛ to 1½ pints.
Write for Warren Ladle Folder.

The Warren Tool & Forge Company
234 Griswold Street Warren, O.

For Better Basements

BOCA
SOLID STEEL SASH

Basement Steel Sash

Keeps out the intruder, cannot be gnawed by rats or mice, and reduces the fire risk. Boca Steel Sash gives 60% more light to your basement.

Write for illustrated folders.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON CANADA

HALIFAX
ST. JOHN. N.B
MONTREAL
OTTAWA
TORONTO
HAMILTON

WINDSOR
WINNIPEG
CALGARY
EDMONTON
VANCOUVER

If interested tear out this page and place with letters to be answered

A VALVE for EVERY SERVICE

You can sell and recommend JENKINS DISCS

Jenkins Discs are manufactured from high-grade rubber and special ingredients, selected, compounded, and carefully finished.

Each disc is made in the Jenkins factory, where the knowledge and experience of more than fifty years in the making of valve discs assure the utmost perfection in every detail.

Jenkins Discs and Jenkins Valves offer you a positive selling combination. See that your stocks are complete.

Jenkins Bros.
LIMITED
TRADE JENKINS MARK
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH 6 GREAT QUEEN ST. KINGSWAY. LONDON, W.C.2 ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD
Jenkins Bros

ATKINS Sterling Quality SAWS

Present Conditions

Present conditions are such that you cannot afford to lose a sale by not having what the customer wants. They are calling for

ATKINS STERLING QUALITY SAWS

by name and number. Can you supply them?

Check over your stock today—see if you have Atkins No. 53 and 51 saws and our other popular numbers. If not, send in your order at once as you are going to need them. Ask for the latest catalog, descriptive of

"A Perfect Saw For Every Purpose"

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B. C.

If interested tear out this page and place with letters to be answered

Sell Starrett Hacksaw Frames

For all 'round work recommend this No. 489

You can't go too far in recommending the Starrett No. 489 Hack Saw Frame. For the average buyer who wants a good stout tool for all 'round work this Hack Saw Frame just fills the bill.
Telescoping frame, made of heavy tubing, permits use of saws any length from 8 to 12 inches, and blades can be set to cut in any one of four directions.
Wing nut provides adjustable tension.
Every mechanic will appreciate the "Easy Grip" handle—especially when cutting tough metal.
Finely finished and nickel-plated.

Complete data on all Starrett Hack Saw Frames and the full line of Starrett Fine Tools is included with illustrations in the Starrett Catalog No. 22 "M.A." and special Supplement of new tools. Copies free on request.

THE L. S. STARRETT COMPANY
THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hacksaws Unexcelled
ATHOL, Mass.

Starrett Tools

42-332

NO ACID POT NEEDED

"In answer to your letter of April 30th, will say I am more than pleased with your Kester Acid Core Wire Solder. It saves having an acid pot sticking around.

"It is the best thing I ever used when up on a ladder soldering eaves spouts, etc.

—Geo. Morrison
Hardware Dealer
Morrisonville Wis.

—because the acid is *inside* that *hollow* Kester Acid Core Wire Solder. It's used everywhere now. Be sure to get your sample spool by using the coupon today.

KESTER
Acid Core WIRE SOLDER

In the illustration above the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

CHICAGO SOLDER COMPANY H&M 6-3-22
4225 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

SAMPLE FREE

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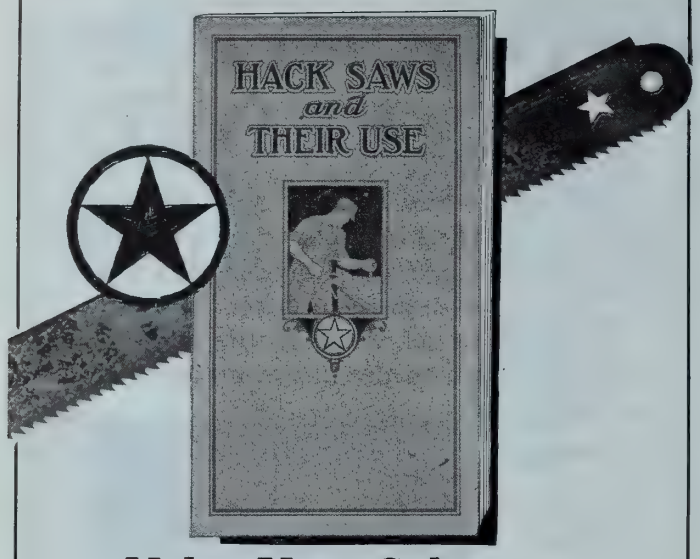


Helps Your Salesmen Sell More Saws.

This new book on the "Use of Hack Saws" not only gives valuable information to users, but is also a Standard text book for every hardware or supply man who sells hack saws.
Gives you a knowledge that will help you sell more saws and get better results for the customers you are now selling.

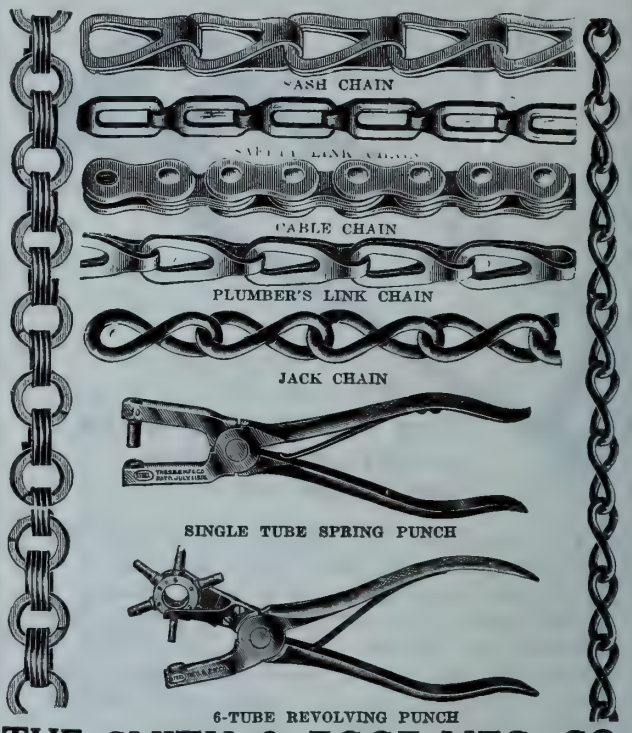
Book free on request. Write for Booklet D.

Star Hack Saws are now sold by

Clemson Brothers, Inc., Middletown, N.Y.

Makers since 1883

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

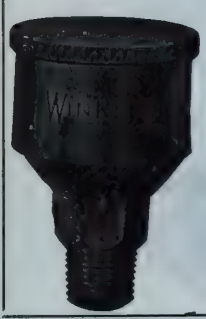
Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"



"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

Windsor

"THE KIDDIES WILL PUSH THEM"

If you will stock them.

The latest thing in children's vehicles.

Our newest Ball Bearing "DISCO" wheel coaster. Made in three sizes. Rubber tires only. Body and wheels painted bright canary yellow. Trimmed in black. Ask for our advertising matter.

Order early to be sure of your supply.

The GENDRON MFG. Co.,

LIMITED, TORONTO.

If interested tear out this page and place with letters to be answered

Registered
W.D.S. & Co DURO ALUMINUM
Trade Mark

"DURO"

Registered
W.D.S. & Co DURO ALUMINUM
Trade Mark

ALUMINUM WARE

Prepare Now for the Preserving Season

ORDER TODAY

Fruit Funnel

Leading Jobbers handle "DURO"

Preserving Kettle
Sizes—3 to 14 quart

ORDER TODAY

Ladle

"DURO" is setting the pace in the Quality race

Made in Canada by DURO ALUMINUM, LIMITED, Hamilton, Ontario

Representatives—

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton, Ont.
L. T. Walls Sales Ltd., Winnipeg, Man.
Armstrong & Patterson, St. John, N. B.
J. Preston, 284 Beaver Hall Hill, Montreal, Quebec.

Better Business Is Coming

LIGHTNING

GEM

BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

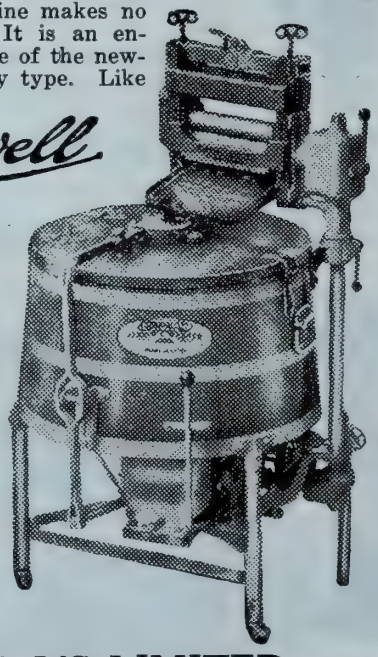
If interested tear out this page and place with letters to be answered

Good Profits
Quality Goods
LA Co TUNGSTEN AND NITRO LAMPS
Repeat Sales
Service

IT PAYS A DEALER
to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell



Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.

MAXWELL'S LIMITED
ST. MARY'S, ONTARIO

Winnipeg Representatives: Bissett & Webb, 126 Lombard St.
Montreal Representatives: Jas. S. Parkes & Co., 290 St. Paul St. West

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

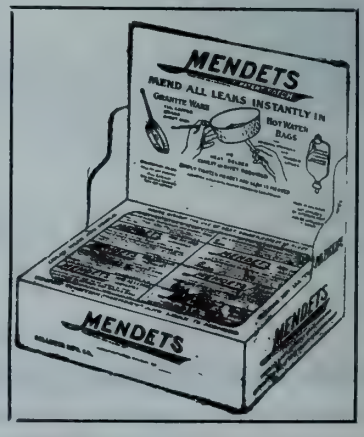
Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

Easy Sales Can Be Made With
MENDETS
A PATENT PATCH

The display case occupies little space.
Place it in your window or on your counter.
An extensive advertising investment has maintained and stimulated a large demand everywhere.
Get in touch with your jobber, regarding this wonderful seller.



Collette Mfg. Company, **Collingwood, Ontario**

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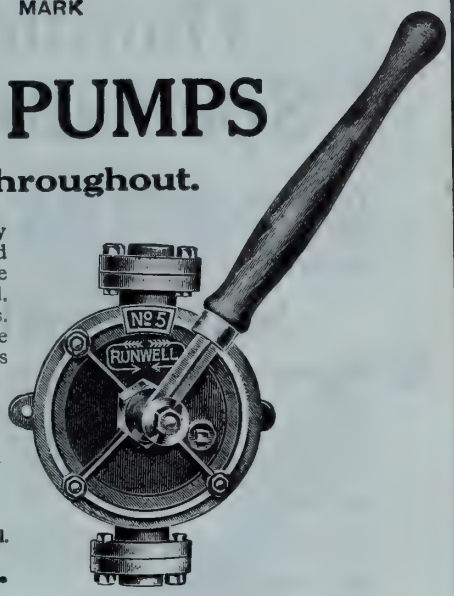
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.



The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread

REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.-WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W., Vancouver, B.C.

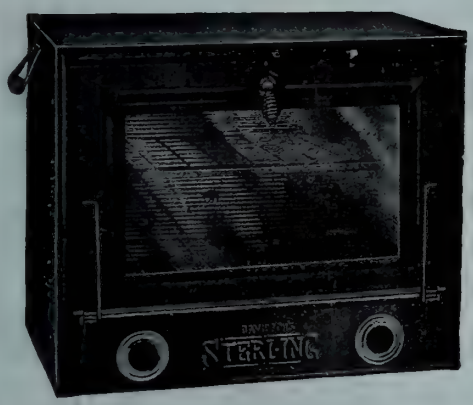
MANITOBA, SASKATCHEWAN, ALBERTA:
FRED SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St.,
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.



"STERLING"
Oil Stove Ovens

A THOROUGHLY reliable oven, and, on account of the Davidson quality, always a ready seller. This "Sterling" line is made of heavy gauge blued steel, strong and durable. For two burners and is protected by a heavy asbestos lining, which also prevents waste heat. Japanned with a rust-proof combination which adds to the life of the oven. Cold handles at side. Drop door has a heavy glass panel—also a knob which locks in three places. Illustration shows oven closed and open.

These ovens are also made for 1 burner.

Write us for prices.

The Thos. Davidson Mfg. Co. Limited

Established 1860

HEAD OFFICE—MONTREAL

Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered.

Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

"WELLWORTH" ALUMINUM PRESERVING SEASON VESSELS

PRESERVING KETTLES or COOK POTS

With Bails and Back Handles. 3, 4, 6, 8, 10, 12, 14, 16, 18 qts. Stainless and sanitary fruit boilers.

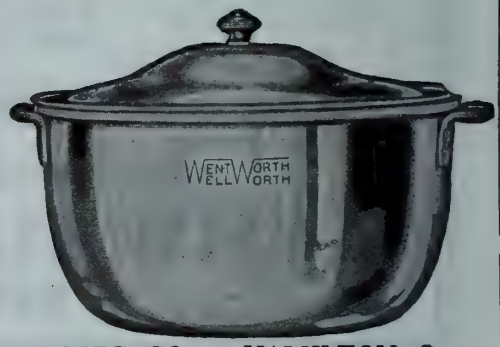
Aluminum Covers to fit All Sizes.

SAUCE POTS or COOKING KETTLES

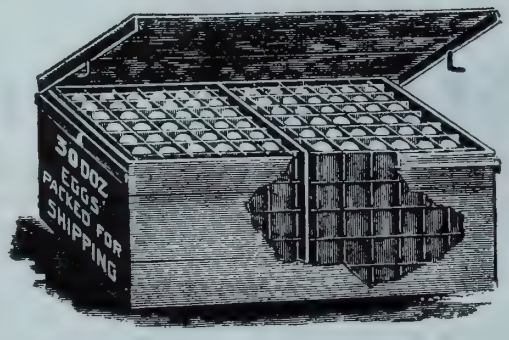
With Side Handles. 6, 8, and 10 quarts. Aluminum Covers included.

Aluminum Stirring Spoons, Fruit Ladles, Strainers, Colanders—all the equipment for successful sanitary preserving operations.

Ask for our new catalog and net price list.



WENTWORTH MFG. CO., HAMILTON, Ont.



Why do eggs deteriorate?

One reason is some shippers use same fillers repeatedly — absolutely against the ethics of hygiene.

Even new-laid eggs will give off an odor that is absorbed by the filler. Each time the same filler is used the odor becomes intensified. Egg shells are porous, and the eggs will become tainted from this odor and spoil.

It pays your customers to use fresh fillers for each shipment—and incidentally it increases your business.

The Miller Bros. Co., Limited

511 St. Catherine Street West, Montreal

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

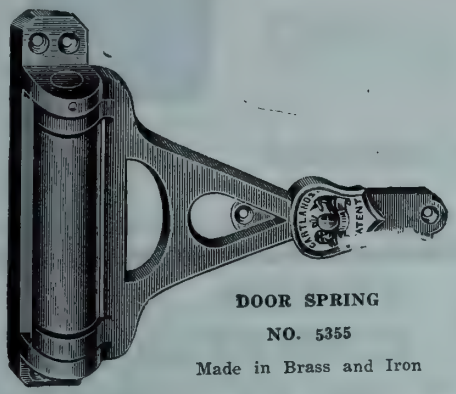
All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

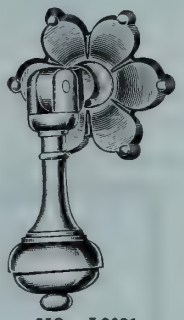
JAMES CARTLAND & SON, LTD.

BIRMINGHAM (England)

BRASSFOUNDERS AND METALWORKERS

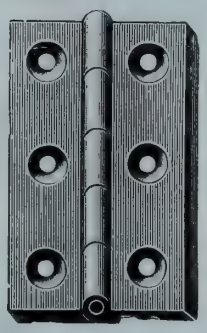


DOOR SPRING
NO. 5355
Made in Brass and Iron



NO. L3021

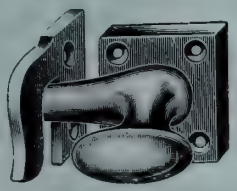
NO. L3108



NO. 5150.
Machine made solid joint hinges

HINGES
Cast, Machine-Made or Pressed—to suit every purpose

NO. B992.—HAT AND COAT HOOK.



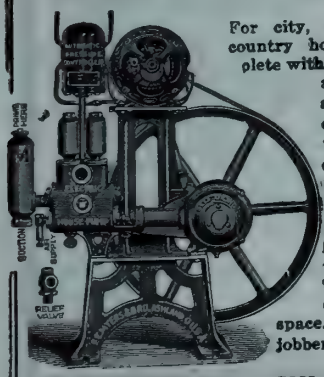
CASEMENT FASTENER
NO. B1344

CABINET HANDLES
A STOCK OF PATTERNS KEPT TO SUIT ALL PERIODS

REPRESENTATIVES IN CANADA

G. SMITH—18 Stair Buildings, Toronto.
R. R. SUTHERLAND—402 Confederation Life Buildings, Winnipeg.

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

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STAY BOLTS

must be made from specially prepared bars that are

of a Superior Quality

to stand the strain.

We prepare a special grade for this purpose.

Drop us a line for full particulars and Prices.

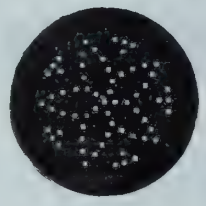
BISSETT-WEBB, Winnipeg

ORDER STAY BOLT QUALITY MADE BY

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

8

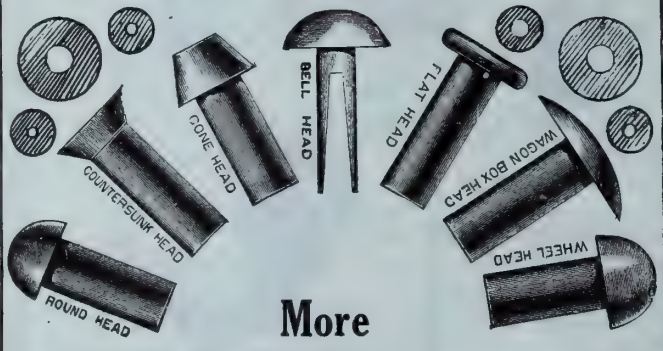
Durable Three-ply Veneer Seats



These splendid, three-ply veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, edges smoothed and sand papered, and fastened with genuine water-proof cement. They will not warp, curl, crack or come apart. Even the severest weather will not cause these excellent seats to come apart.

There is no better line that you can handle than these Perforated Three-Ply Veneer Chair Seats. The extraordinary care and attention we give to their manufacture is producing results in increased sales for Dealers everywhere. They are a continual source of revenue in money, good-will and business held and gained.

Canadian Veneering Company, Incorporated
ACTON VALE, QUE.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
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The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires, enclosed crankcase keeps out dust.**
2—Uses about one-tenth of the oil used by any competing machine, saving in oil alone soon pays price of machine.
3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crank case.
4—Fan flywheel cools cylinder; increases capacity.
5—Inspectable valves, light weight, large area.
6—Valves cannot drop into cylinder and wreck machine.
7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.
9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.

Welded Steel Pressure Tanks
For Air, Gas and Liquid

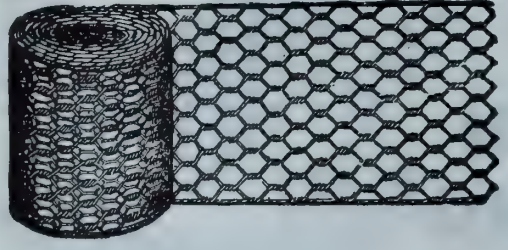
We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co.
Limited
Tweed, Ontario, Canada

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

If interested tear out this page and place with letters to be answered

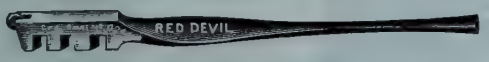
TRADE MARK Red Devil Tools

Just a few Leaders of Tools that Sell

ALL "Red Devil" Tools are leaders, because they have always been ahead in design, quality of materials and workmanship. They sell because they are well advertised, have a national appeal and sell at a popular price. What better brand of tools to sell over counter than those with the "Red Devil" trade mark?

But why try to tell the whole story here? Send for the complete catalogue showing the entire line—also the latest trade price list.

SMITH & HEMENWAY CO. INC.
Manufacturers of "Red Devil" Tools
89 Coit Street, Irvington, N.J.



Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

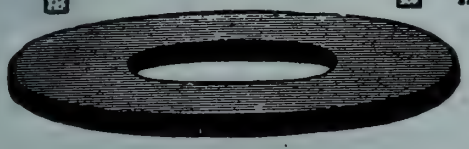
GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

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1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
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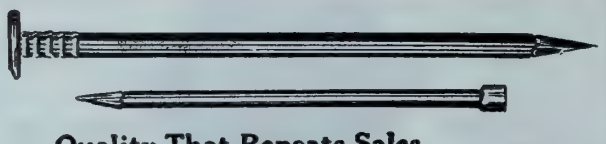
Paprus Picnic Plates

Walter Woods, Limited
HAMILTON and WINNIPEG



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
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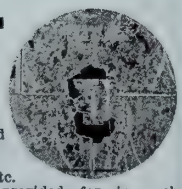
"CROWN" METAL SHINGLES
Fire-Proof, Durable, Ornamental



Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one fourth the weight of wood it takes lighter framing; more durable and ornamental.

McFarlane-Douglas Co.
Limited.
Ottawa, Canada.

For information on any sheet metal problem, write above.

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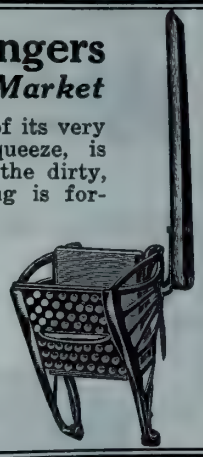
Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada**



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OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

HERE is the best medium in Canada, for giving a weekly market service on hardware, metals, paints, varnishes and all other similar lines.

HARDWARE AND METAL is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

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Hardware & Metal

PINK'S LUMBERING TOOLS

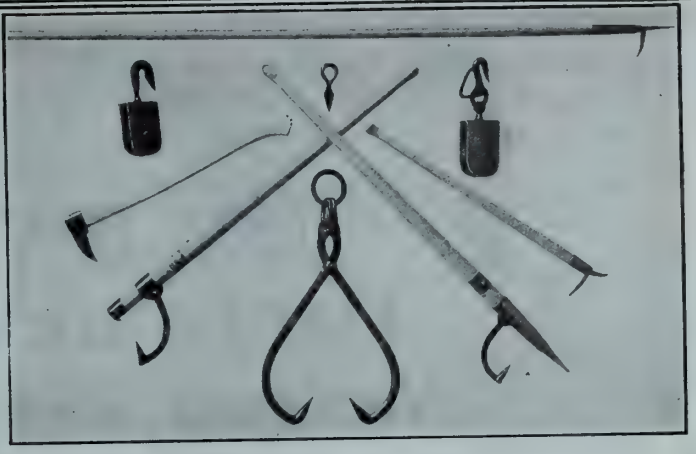
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

An Example of Efficiency is this "Monitor"

Wickless Oil Stove

Made of polished non-porous Brass. An attractive and carefully finished article. Free from smoke or smell.

Easily lighted, regulated and extinguished. Fitted with the Roarer type of Burner. Recommended for camping, yachting, motoring, etc.

Capacity 2¼ Pints

BRITISH MANUFACTURE

The Standard Meter Company

LIMITED

Toronto - Canada

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

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LIMITED

82 McGill St., MONTREAL

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U. S. A.

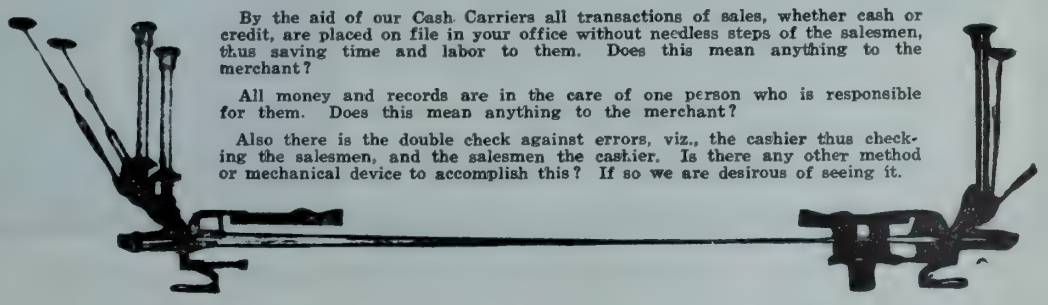
FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Why not have a double check on all sales? All kinds of Cash and Parcel Carriers and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited

113 Sumach St., Toronto, Ont.



By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesmen, thus saving time and labor to them. Does this mean anything to the merchant?

All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method or mechanical device to accomplish this? If so we are desirous of seeing it.

Display your goods in
Hardware & Metal
National Show Windows

This display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90 per cent. of the retailers.

By using this medium of advertising you create desire in the buyers of the Canadian hardware trade. The buyers of the Dominion each week are interested to see what new goods, new models or new messages are displayed to the trade there.

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"Canada's National Hardware Weekly"
143 University Ave. - Toronto

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Southam Building

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Published Every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation audited by the Audit Bureau of Circulations.

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.

Regina, Sask. Peterboro, Ont.

Established 1870

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

LAIDLAW'S WIRE BOYS

Their Chat No. 31

We do not manufacture all the

BALE TIES
Used in Canada

But we do manufacture the

BEST ESSEMER BALE TIES FOR BUNDLING

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Leather Findings, Pulp, Tobacco, etc.

IN CANADA

We are also equipped to take care of your

WIRE AND NAIL REQUIREMENTS

The Laidlaw Bale-Tie Co., Ltd.

Head Office and Works
Hamilton, Ontario

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co *Limited*
Hamilton Canada

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TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

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For renewing Brass Beds, Brass Fixtures, Radiators, Doorknobs, Mouldings, Picture Frames, and all materials where a Brush Brass Finish is Desired.

Can be applied to painted or unpainted surfaces.

Imparts a Rich Lustrous Finish, A Hard Permanent Surface—Dries Quickly—Ready for Use—Stands Washing.

MADE IN CANADA

It will pay you to carry this line

Retail Price, $1.00 per 4 oz. Tin.

Write Your Jobber—or Manufacturers Direct.

Empire Brush Brass Enamel Co.
KINGSTON, ONTARIO

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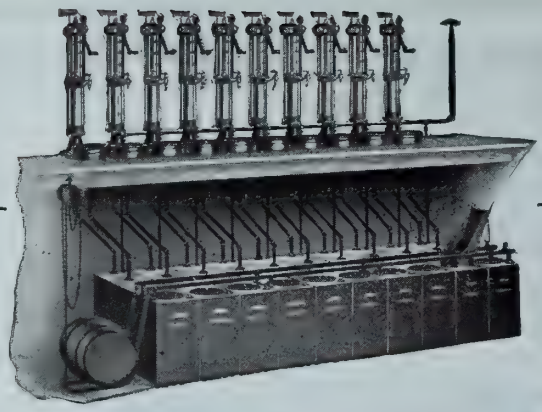

Basement Type Paint Oil Battery

Get More Profits From Paint Oils

Handle paint and lubricating oils in the new fashioned way—in tanks and with Bowser Pumps. That's the money-making way, because you avoid waste, check receipts and sales—and make profits a certainty.

Install a battery of Bowser tanks as illustrated—one tank for each oil. Line the Pumps up against the wall, neatly and compactly. Get your oils out where customers can see them, and they will be constantly reminded to buy more.

The Bowser piston-type measuring pumps deliver exactly the amount of oil required directly into the container, eliminating spillage. The evaporation-proof, all-metal construction eliminates leakage and gumming. Thus, Bowser equipment reduces costs, increases profits and insures against fire.

Write for illustrated booklet C-16 and find out how to make **more** money on oils.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO., LTD.
1668 FRASER AVE.,
Toronto - Canada

BOWSER
ESTABLISHED 1885

ACCURATE MEASURING PUMP

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

- Filling Station Pumps and Tanks for Gasoline.
- Portable Tanks for Oil and Gasoline.
- Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
- Carload Oil Storage Tanks.
- Power Pumps.
- Dry Cleaners' Underground Naphtha Clarifying Systems.
- Richardson - Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

This is the No. 473
Hexagon Rethreading Die Set

A Quick Seller to Every Garage

GTD Hexagon Rethreading Dies are really needed by every auto repair shop because they can be used in places where a regular die stock won't be able to reach. Sounds simple, doesn't it? It is simple.

In order to sell these sets all you need do is to display them prominently so the mechanic will not fail to see them. Once he's seen them you'll make the sale, because a mechanic will instantly appreciate the features of these dies.

They will go anywhere a nut will go, and can be operated in the **same way.** No expensive holders with bulky handles—just the die and a bit stock, nut wrench or anything else that's handy.

Use the coupon to ask for circular.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED - GALT, ONTARIO

SCREW PLATES—TAPS—DIES — TWIST DRILLS REAMERS — PIPE TOOLS—GAGES MACHINE TOOLS.

GTD
Corporation
of Canada, Ltd.,
Galt, Ontario.

Please send me a circular about the Hexagon Rethreading Dies.

Name.....

Address.....

If interested tear out this page and place with letters to be answered

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

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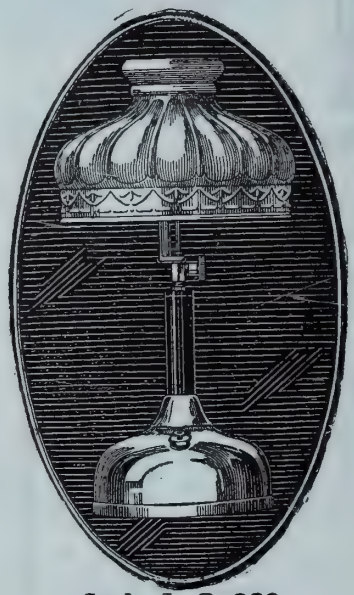
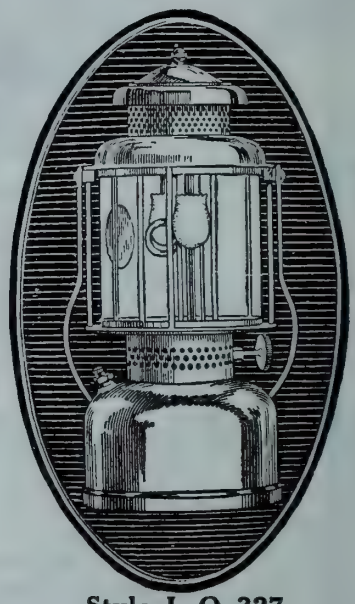
Lamps and Lanterns

Made in Canada



Style L Q 329

"It's the Light they Give that Sells 'Em"



Style L Q 327

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Jobber No Longer Absorbs Sales Tax

Toronto Wholesale Hardware Firm Says 2¼% Sales Tax Too Much for Them to Absorb and Prices to Retailers Being Revised Accordingly—Accounting Cost to One Manufacturer in Connection With Taxes is 25% of Amount Raised—Retailers Will Pass on Larger Tax

A NUMBER of interesting opinions are expressed by retailers, wholesalers and manufacturers herewith in regard to the Budget provisions concerning the tariff and taxation changes.

A manufacturer of enamelware stated to Hardware and Metal that the increase from 1½ per cent. to 2¼ per cent. on sales to jobbers and from 3 per cent to 4½ per cent on sales direct to retailers would greatly increase the amount of accounting work necessary, due to the fact that the new tax is an odd amount. In this firm the accounting department was said to have been trebled in size since 1914 and that the expense of accounting work in connection with governmental returns was said to be 25 per cent. of the amount raised. The increasing of the British preference on enamelled ware by 2½ per cent. would not have much effect on business in this country it was said, due to the fact that Canada's biggest import trade in such lines is now and was formerly with the United States even at a time when the British preference was greater than now. The present tariff protection given manufacturers of enamelled ware, etc., was said to encourage small businesses to enter upon the manufacture of such lines, but Canadian prices were much lower than those on similar U. S. lines laid down here, and these smaller firms could not compete with the prices which larger makers with lower unit overhead costs, could offer.

Retailer Doesn't Want to Collect It

"We believe in the sales tax provided they do not ask the retailers to collect it," declared J. A. Banfield, Dominion president of the Retail Merchants Association of Canada. "We don't want to be tax collectors," he added. "We are quite willing to assume our share of the burden, but we don't want to be placed in the position of having to sell a tax in addition to selling our merchandise. With the tax collected from the source, through the manufacturer or the importer, and passed on to the wholesaler, the retailer and the consumer, it will be all right."

Don't Anticipate Much Change In Price

From the standpoint of glass milk bottles, T. R. Dundas, divisional sales manager, Dominion Glass Co., Ltd., Toronto, states:

"Regarding the probable effect that the reduction of 5 per cent. in the general tariff on milk bottles will be likely to have, we hardly think that the reduction in the tariff will be likely to affect the price very materially. Our prices are based upon our costs and are not governed by the tariff.

"We might also add that at the present time we do not know what milk bottles of imperial measure would cost in the U. S. The bottles that are sold there are all wine measure. In view of the fact that there was no change in the tariff on any of our materials, our costs are not affected, and consequently we do not anticipate much change in prices."

Cutlery Factory May Have to Close

The failure of the new tariff to require that foreign currencies be valued at something near par may mean that the Eaton cutlery factory in Kingston, Ont., will close. The Drayton tariff established a fifty per cent. requirement, in view of the low value of the German and Austrian currency, the German mark being worth very little, and not likely to increase in value for some time. The Drayton requirement did not help the Kingston cutlery factory, however, as the German manufacturers simply shipped their goods through Great Britain, whose tariff does not require that foreign currencies shall be valued at any specified figure. The Fielding Tariff follows that of Great Britain in this regard. German cutlery, therefore, can come into Canada at the German value. For instance, Germany can lay down knives in Kingston at eight cents apiece which cost thirty-five cents to manufacture in Kingston, according to information supplied Hardware and Metal.

Increase Imports of Enamelled Ware

G. C. Crawford, vice-president Standard Sanitary Mfg. Co., Toronto, manufacturers of enamelled plumbing fixtures, etc., states:

"In regard to the reduction in preferential tariff on Canadian ware, while this tends to increase to some extent the importation of goods from abroad, still it is only a slight change in the low preferential tariff that has previously existed and it is not likely to cause any

BETTER FOR HARDWARE MERCHANTS

W. F. Macpherson, Secretary of the Ontario Retail Hardware Association stated to Hardware and Metal that the government's action in connection with taxation is quite in line with the recommendation made by the association, and that the retailers are pleased that nothing in the form of a luxury tax has been introduced. The increased sales tax would, he thought, work out more to the retailer's advantage than the smaller tax did because of the fact that when it was only 3% there was a tendency on the part of the retailer to absorb it in many cases whereas the 4½% tax would be a little too much to be absorbed and would more likely be passed on to the consumer.

ill effect in so far as the distribution of our product is concerned."

No Change Yet on Pipe

Concerning the change in tariff on wrought pipe, A. H. Hough, vice-president, Canadian Tube & Steel Products, Ltd., Montreal, states:

"While the tariff has been reduced from 35 per cent. to 30 per cent. on pipe the manufacturers have not yet made any change in the price of this commodity. As to the new sales tax, we are not prepared to make any statement as to how this will work out at the present time."

Slightly Increased Cost of Glass

Dealing with the effect on glass, S. J. Rutherford, president, Toronto Plate Glass Importing Co., states:

"There has been no change in the schedule of glass used in buildings, and the only difference will be the addition of 50 per cent. on the sales tax, which will slightly increase the cost."

W. J. Elliot, vice-president, J. H. Williams & Co., Ltd., St. Catharines, advises Hardware and Metal that there is little competition from Great Britain on tools as manufactured by this firm and the recent tariff reduction in the British preference on these tools will, therefore, have little effect.

Cannot Reduce Gasoline

An official of the British American Oil Co., Toronto, discussing the tariff changes on certain grades of gasoline, made the following statement to Hardware and Metal:

"As the refiners pointed out before the tariff commission a year and a half ago and since to Mr. Fielding that they had only taken advantage in part, and sometimes not at all, of the 2½c per gallon duty on gasoline of certain specifications, there cannot well be a reduction of price on account of tariff changes. Lighter gravity gasoline is already free under the tariff. The advantage of the 2½c per gallon duty, which is only 7 per cent. on the wholesale selling price, was that it gave the Canadian refiners the market. In view of the fact that the Canadian refiners have planted storage distributing stations, all over this country, many of them not a paying proposition but necessary in order to give proper distribution to the products and make them available to all consumers, it is felt that any outsiders who seek the Canadian market should not only pick off the cream of business in two or three large places but should contribute their proper share of distribution costs throughout the country.

"Gasoline, as you will infer from above, considering the difference in the size of the gallon, sales tax, additional freight, and other items, has been sold in Canada at figures which would compare favorably without the duty with the prices obtainable in the United States. By actual analysis the Canadian gasoline is of a much higher standard. Much of the gasoline that is sold in the United States is a mixture of natural gas gasoline and petroleum benzine. It is not a homogeneous product and evaporates rapidly so that it is not profitable to use. Occasionally Canadian jobbers import this product. There is, however, no natural gas gasoline produced in Canada.

"The increase of the Sales Tax makes up in part for the cut in duty. It is, of course, a little early yet to determine the exact operation of the changes."

Sales Tax Offsets Tariff Reductions

Cheque Tax Cited as Biggest Burden in Budget on Wholesalers and Manufacturers—Wrought Iron Tubing Prices Firm Despite Tariff Reductions—Canadian Market May be Disturbed by Quotations on European Iron and Steel

"WE AS hardware retailers view the tariff changes and increased sales tax quite favorably," said F. Max Hill, manager of the James Walker Hardware Co., Montreal. Taking the changes in the sales tax as the most important factor to the retailer, Mr. Hill said that passing it on to the consumer would mean slightly higher prices in most commodities but not sufficient to injure trade in any way. There were some lines on which the merchant would have to bear an extra burden, these being articles on which the retail price was marked by the manufacturer. This practice, however, was not as extensively carried out as in former years, and to-day there are few lines of hardware on which the dealer would suffer.

Dealing with the lower tariff on tools, and other lines which they stock, Mr. Hill said that the reductions would make little difference, as the higher sales tax would offset any chances of lower prices. There was criticism in connection with the repealing of the act limiting the depreciating of foreign currency and the effect this will have in allowing German goods upon the Canadian market. Mr. Hill thought this would have little material effect on the hardware trade, as goods from this source were even now being brought in at extremely low prices in many instances, and the sale of same had been limited. Formerly these lines were brought in through other countries and the mere fact that they would now be brought direct from Germany will make little or no difference.

Budget is Satisfactory

"On the whole, the Government Budget this year is, in our opinion, quite satisfactory to the retailer, considering the need of extra revenue, the burden of which all must share to an extent," concluded Mr. Hill.

W. F. MacPherson, secretary of the Ontario Retail Hardware Association, briefly stated that the increased sales tax would be favorably received by the Association. "The sales tax is what we want, and having petitioned the Government for continuation of same, it was only reasonable to expect an increase, considering the needed revenue. Whether the sales tax is 4½ per cent. or 10 per cent., it is up to the retailer not to absorb it, but to add it to the cost and pass it on to the consumer." There were dealers who formerly absorbed the tax but now this could not be done, and the lighter the tax, providing it is not sufficient to hinder trade, the less chance there is of retail merchants absorbing it.

IMPORTANT POINTS IN THIS ARTICLE

Higher prices to consumer due to increased sales tax unlikely to injure trade.

Higher sales tax offsets chances of pending lower prices on some hardware.

Retailers will be more inclined to pass on increased tax.

Cheque tax a severe handicap to manufacturers and wholesalers.

Firmness in wrought iron tubing will offset any change in price due to lower tariff until freight rates are decided.

German iron and steel producers have better access to Canadian market now.

Reducing tariff on dairy tin hollowware may affect prices in Western Canada.

Cheque Tax the Greatest Burden

The tax of two cents on cheques up to fifty dollars, and two cents on each additional fifty dollars will affect wholesalers and manufacturers to a greater extent than any other announcement in the budget changes, according to George Davis, manager Frothingham & Workman Ltd., Montreal. To the larger firms and corporations who paid bills by cheque, and in many cases wages, this

extra tax would amount to a surprising total at the end of the year.

The increased sales tax was more or less expected and he thought would be most favorably received as a means of acquiring the extra needed revenue. There were instances where the increase would not work out satisfactorily, such as where the manufacturer sets a resale price on certain lines, which would have to be rectified. On many lines the margin of profit was small, and the jobber could not absorb the higher amount of tax. However, with a few changes, the sales tax was, with little doubt, the best for all concerned.

Collecting the tax through the manufacturer was, he thought, a better method. He would add this to the price of his goods without an entry at the bottom of invoice. The wholesaler or jobber would do likewise to the retailer, thus eliminating any necessity of any part absorbing the whole or any part of the tax. The point might be raised that the government received extra revenue because with the present method of collecting they received tax on re-sale prices rather than the producers' prices, but this could be overcome by increasing from say 4½ per cent. to 5 per cent. at the source.

Wrought Iron Tubing

The tariff change on wrought iron tubing is under discussion by local mills, and Hardware and Metal was informed by one manufacturer that imports of piping had been comparatively small in recent years and it was his opinion that little increase would now be evident notwithstanding the Canadian market would be more favorable to export through the present lowering of duty charges. Figures for the past year reveal that the United States was the chief exporter to this market, and present conditions in America are such that deliveries cannot be guaranteed. The consumption of pipe in the United States, especially in the smaller sizes, has been on the increase from week to week and with this condition, it is considered questionable whether interests in the south would enter this market in any volume for some time to come. Unless Britain increases her trade with Canada, the tariff changes will not likely be so effective in the meantime.

While a reduction of 5 per cent. in tariff would naturally have a tendency to weaken the market, there are factors in the present position of wrought pipe which must now be considered. The undertone of the market for some weeks past has been very firm, as in many other iron and steel products. So strong has been the tendency that higher prices at any time within recent weeks would not have been surprising. This, according to this manufacturer, is sufficient to almost offset the easier tendency caused by the tariff reduction. The probable reduction of freight rates in July next was pointed out as another factor that must not be overlooked. Just what action domestic mills will take to meet the situation will be decided in

New Tax and Tariff Regulations As Applied to Hardware

THE PRESENT tariff applying to certain lines sold in the hardware trade, with the revisions made in the Budget just presented to Parliament, is as follows.

	British Pref.	Intermediate	General Tariff
Gasoline .725 specific gravity and heavier but heavier than .750 specific gravity at 60 degrees temperature, per gallon	½ cent	¾ cent	1 cent
Glass milk bottles (taken out of general classification of glassware)	15%	25%	27½%
Dairy tin hollow-ware including cans for fresh milk or cream; kitchen tin hollow-ware, not painted, decorated or japanned.	12½%	17½%	20%
Wrought or seamless iron or steel tubing, plain or galvanized, threaded and coupled or not, ten inches or less in diameter, n.o.p.	15%	27½%	30%
Agate, granite or enamelled iron or steel ware	20%	27½%	35%
Incubators, for hatching eggs, brooders, post hole diggers	10%	15%	15%
Adzes, cleavers, hatchets, metal wedges, sledges, hammers, crowbars, cantdogs and track tools, picks, mattocks, and eyes or poles for same; tools of all kinds, n.o.p.	15%	27½%	30%
Window shade or blind rollers	20%	30%	35%
Harness and saddlery	17½%	27½%	30%
India-rubber clothing, rubber or gutta percha hose and cotton or linen hose lined with rubber; rubber mats or matting and rubber packing	20%	30%	35%
Clothes wringers for domestic use and parts thereof	20%	30%	32½%

EXEMPTIONS FROM DUTY

Fish hooks for deep sea or lake fishing not smaller than number 2.0; bank, cod, pollock and mackerel fish lines; and mackerel, herring, salmon, seal, seine, mullet, net and trawl twine in hanks or coil barked or not, in variety of sizes and threads, including gilling thread in balls and head ropes for fishing nets, barked marline and net norsels of cotton, hemp or flax and fishing nets or seines and manila rope not exceeding one and one-half inches in circumference when used exclusively for the fisheries not to include hooks, lines, nets or rope commonly used for sportsmen's purposes.

THE SALES TAX

The official statement of the Minister of Finance dealing with the increased sales tax reads: "In addition to any duty or tax that may be payable under this section or any other statute or law there shall be imposed, levied and collected an excise tax of two and one-quarter per cent. on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers and a tax of three and three-quarters per cent. on the duty paid value of goods imported but in respect of sales by manufacturers or producers to retailers or consumers, the excise tax payable shall be four and one-half per cent. and on goods imported by retailers or consumers the excise tax payable shall be six per cent. on the duty paid value.

EXEMPTIONS

The foregoing taxes are not applicable to seeds in their natural state, oil cake, oil cake meal, ores of metals of all kinds; fuel of all kinds; gold and silver in ingots, blocks, bars, drops, sheets or plates unmanufactured; electricity, oil for illuminating or heating purposes; manila fibre for use only in manufacture of rope and not exceeding 1½ in. in circumference for the fisheries; boats bona fide purchased by individual fishermen for their own personal use in fisheries; articles and materials used in the manufacture of boats bona fide built for individual fishermen for their personal use in the fisheries; fibre for use only in manufacture of binder twine.

NOT APPLICABLE TO EXPORTS

The excise taxes outlined are not payable on such goods as are manufactured for export.

These regulations are in effect from the twenty-fourth day of May and apply from that date to all goods imported or taken out of warehouse for consumption and to have applied to goods previously imported for which no entry for consumption was made before that date.

the near future, but it was considered altogether likely that little if any change in prices would be made until it was ascertained what change in freight rates would be made next month.

Cancelling of Depreciated Currency Regulation

To the iron and steel industry, the repealing of the Act of last season regarding the limiting of depreciation on foreign exchange to 50 per cent. for duty value is also important. "The door is certainly open for German iron and steel and while shipments of actual material may be almost negligible for some time, the mere fact that a quotation from this source reaches Canada may have a tendency to upset the domestic market," was the statement made by a large Montreal dealer in iron and steel. Although other small wares have found their way out of Germany to Canada through other countries, no shipments of heavier iron and steel materials have so far been traced.

Reports from Europe state that Germany, with a loss of one of her rich fields, is now kept busy supplying the requirements of the devastated areas of Central Europe. However, there is the handicap of most of these countries not being able to pay for their needs, and it is only reasonable to believe that this is one of the reasons why Germany has secently sought, and entered, the African and South American markets to an extent.

While there was no cause for immediate alarm in allowing freer access to German iron and steel, this dealer stated that interests on this side will watch developments in the future.

J. A. Berube, sales manager of The McClary Mfg. Co., Montreal, stated that the reduction in preferential and general tariff on dairy tin hollow-ware and other dairy supplies, was the chief Budget change in their line, the reduction of 2½ per cent. under preferential tariff on enameled ware being of minor importance at present because of the extent of importations from Britain on these lines. The United States had previously exported dairy supplies more extensively to Western Canada than to the East and the effect would be felt in that section.

Germany and Austria had, before the war, been large exporters of enameled ware and allowing cheaper imports through repealing the Act in connection with depreciation of currency will have a greater effect at a future date than at present. These countries are now having difficulty in deliveries and the chances of immediate competition to any great extent was thought unlikely.

Says Travellers Should be Protected

In Discussion on Budget Sir Henry Drayton Says Commercial Travellers Don't Get Proper Allowance for Expenses—Rebates Have Serious Effect on Steel Industry—Says Currency Regulations Served as Check on Imports Last Year—Too Much Protection on Aluminumware

OPENING the discussion on the Budget, Sir Henry Drayton, former Minister of Finance, drew attention to the fact that the country came through the worst period of deflation with a drop of only $53,000,000 or 12.2 per cent. in national income. "I wonder how many business concerns can make anything like the same boast. While we dropped 12.2 per cent. our income nevertheless was no less than $32,000,000 greater than in the year 1920 and was $69,000,000 greater than in the year 1919. I think therefore that instead of being downcast at the present time recognizing as we ought to the difficulties not only of the situation here but the difficulties of the entire world, Canada has every right to be pleased and thankful with the condition things are in.

"Last year in a year of many business troubles and difficulties the enormous sum of $101,500,000 was raised by direct taxation yet the Budget provides for only $60,000,000 from income tax and other direct taxation this year.

Should Assist Travellers

"As the law stands to-day the commercial traveller cannot get and does not get a proper allowance for expenses. It is undoubtedly true that it costs the commercial traveller ever so much more to live in hotels when travelling than it does at home. I sincerely trust the Minister of Finance will take this case under consideration and deal with it favorably."

Dealing with rebates of duty particularly in connection with steel, Sir Henry Drayton pointed out that such drawbacks hurt steel production.

"Steel production now is pretty poor in Canada," he continued. "We have not very many blast furnaces running and these drawbacks hurt far more than to the extent of the drawback itself. Take the case of a sixteen marker Western drill with a single disc attachment. There are 450 pounds of bar iron which carries a duty of 35 cents per hundred pounds, making a duty charge of $1.58; sheet steel 65 pounds carrying a duty of 12½c or a charge of 22 cents; pig iron 656 pounds with a duty of $2.50 per net ton making a charge of 82 cents. Now those duties are already subject to a drawback of 30 per cent. for the domestic market. The present Budget increases that drawback to 40 cents. There is also an export drawback of 99 per cent. The net duty on that machine for domestic consumption amounts to $1.81 and for export article 3¼ cents. I put that drill in the western market say at Moose Jaw, the freight from Hamilton amounts to $16.82 as compared with the net duty of $1.81 on the material in the machines.

Valuation for Duty

Dealing with the cancellation of regulations regarding customs valuation on imports Sir Henry Drayton stated "the difficulties therein encountered are no greater than the difficulties encountered in determining what are bona fide sales in the local market. In this connection I should like to give an illustration of how this works out. Before that customs valuation provision was adopted we had a peculiar case submitted to us. "We were endeavouring to follow the movement and to see to it that to the fullest extent possible we had the minimum of unemployment. At the time I noticed some importation in a particular line that I could not understand. I had an investigation made, and this is what was revealed to us: The buyer of the firm showed us three articles, all of which looked to be exactly the same quality, prices $2.56, $2.50 and $1.50 respectively. In reply to his question if I could see any difference in the articles I said 'no.' There was none. The $1.50 one happened to be distress goods imported from the States, and the manu-

IMPORTANT POINTS IN BUDGET DISCUSSION

Canada negotiated worst period of depression with only 12.2% drop in national income.

Enormous sum of $105,000,000 raised last year by direct taxes.

Commercial travellers not allowed proper expenses in connection with taxable income.

Drawback affects steel industry considerably.

Valuation for duty regulations last year eliminated many evils which dumping regulations cannot touch.

Canada selling more to Germany in last couple of years than we buy.

Complaint made over admitting raw materials free of duty and charging on finished product.

facturer made that extra profit in his business. He could buy no more goods of that particular kind at that price because, being distress goods, the order could not be repeated. But at a time when our factories were not running, when we had people out of work and walking the streets, that order—and it was a large one—was put through without the buying public getting a single cent advantage. Being distress goods the price could not be repeated, and the merchant here could not very well change all his price lists in connection with that single order. At any rate the public, as I say, got no benefit out of the transaction, and further, the unemployment situation was aggravated.

Dumping Clause Doesn't Solve Trouble

"But that whole transaction was justified by evidence under the old dumping clause. It is so easy for the outsider to have three or four cash sales and send in evidence of them to the customs appraiser—very, very easy. That was the kind of thing we wanted to stop, and to a large extent we did stop it. Therefore I regret the change that my hon. friend is making. I believe he desires to enforce his dumping provisions in the interests of Canadian labor, but I am afraid he will find that the results of the proposed change will not be what he desires or expects.

"In the case of all laws, some method of evasion is discovered. We had the thought that with this provision fortified by the Marking Act, we would be able to police these importations, and we were doing it pretty well. My friend points out that it became a practice to ship through Holland instead of direct from Germany, or through some other country where the currency provision would not apply. Well, that was an evasion of the law, and it could have been provided against; the practice of indirect importation could have been made illegal, with the penalty of seizure of the goods, if it were persisted in. That would be the course to follow, if my hon. friend had the idea that we ought to protect our markets and our workingmen from the effects of German competition."

Canada's Trade with Germany

Mr. Robb, Minister of Trade and Commerce, in the discussion pointed out that Germany's export trade depends very largely on her ability to buy from other countries. He outlined briefly Canada's business with Germany as follows:

"In 1913 Canada imported from Germany, in round figures, $14,000,000 worth of goods, and in the year of the war, 1913, $14,500,000 worth. We sold to Germany in 1913 only $3,000,000 worth and in 1914, $4,000,000 worth. Coming to more recent years, we find that in 1921 we exported to Germany $8,000,000 worth of goods, as against $1,500,000 of imports, and in 1922, the last fiscal year, we imported from Germany $2,000,000 worth of goods and sold to her $4,500,000 worth. Let me just give a few of the articles that we export to Germany. The principal items are asbestos of which we exported in 1922, $537,000 worth; lard, $102,000; nickel, $399,000; oats, $210,000; rye, $531,000; wheat, $1,580,000; wheat flour, $319,000."

Too Much Protection on Aluminum Ware

Selecting certain articles in the tariff, Hon. R. J. Woods pointed out that he thought a general tariff on manufactured aluminum ware of 30 per cent. was too great when aluminum in ingots, blocks, bars, rods, etc. in raw form is admitted free. In connection with steel and steel wire he pointed out that these were admitted free yet nails are taxed from 50 to 60 cents per 100 pounds.

"We hear much about the necessity of building," said Mr. Woods. "Nails are something that go into building construction yet the raw material is permitted to come in free yet the nails that go into our houses are taxed."

Mr. Woods did not favor the drawback system on duties and thought that $13,000,000 returned to manufacturers last year by this plan should remain with the government.

Has Simple Way to Figure Sales Tax

Toronto Hardware Wholesaler Finds Much Time Saved in Figuring Sales Tax by Adding the Straight 2½% and Deducting 10% of the Result to Find What Tax at 2¼% Amounts to—Increased Sales Tax Now Applying on Metals—Wholesaler Re-Prices Stock

ANOTHER manufacturer of tin hollowware stated it was difficult to outline just what effect the recent tariff changes might have upon future prices of certain products, but it was generally considered to be of a minor character. Neither was any effect expected to be immediately apparent, and doubt was expressed that such developments would have any weakening tendency at all. On a normal market, such a tariff change might have the effect of slightly altering domestic quotations on these lines, but in view of the strong trend recently exhibited in certain raw materials used in the manufacture of such wares, it was thought that the budget revisions would merely tend to temporarily offset the strong upward market. It was pointed out that tinplate was recently firmer in price, owing to the coal strike, with mills no longer offering price concessions for attractive orders. It was further stated that no appreciable reductions have been established on other production costs, any move in this direction having been more or less anticipated when the last revisions in quotations were announced.

Pass on Tax on Metals

G. T. Pepall, director, Samuel & Benjamin, Ltd., Toronto, extensive dealers in metals and steel products, expressed the opinion that any reduction in the tariff was more or less offset in the increased sales tax. Advancing the sales tax by a flat fifty per cent. has brought double calculations in every instance, as well as a great deal of perplexing figuring on both sides. An even percentage of sales tax would have been more preferable from the viewpoint of the distributors. It was also stated that the increased sales tax is already on in several instances, such as in metals, especially where the purchasers are large quantities or carload lots, and the additional tax represents a considerable sum added to the cost.

Re-Pricing Stock

A Toronto hardware wholesaler outlined another interesting result of the new sales tax legislature in that it is now considered necessary to go over their entire stock and re-price same to take care of the advance in sales taxation, and also decreases in tariff. This movement will be continued until all lines have been revised. It was also pointed out that where the jobber in a great many cases was previously absorbing the one-and-a-half per cent. sales tax, it is now evident that they cannot be expected in justice to themselves to absorb the two-and-a-quarter per cent., so that re-adjustments of this nature will likely be in order as outlined above.

In calculating the new tax on sales, it was suggested that the easiest way was to add 2½ per cent. and then deduct ten per cent. of that, thus resulting in the desired 2¼ per cent. In figuring out the total sales tax of four-and-a-half per cent., the same principle can be utilized, only in this case it is necessary to add five per cent. and then strike off ten, to obtain the result of 2½ per cent.

The opinions of Ottawa merchants

(Continued on page 40)

Setting A Limit On Credit Extension

Retailers and Wholesalers Interviewed on Subject of Credit Agree That Credit Should be Limited to Half a Month's Earning Power of the Customer—Path of Least Resistance Leads to Ruin—Retailer With Loose Credit System a Poor Friend to Customer

Written for Hardware and Metal by ROY A. HUNTER

J. P. MORGAN is credited with a remark to the effect that "the man is 90% of the risk," by which he simply meant that, more important than the details, the causes, reasons, and the purposes, is the moral character of the borrower.

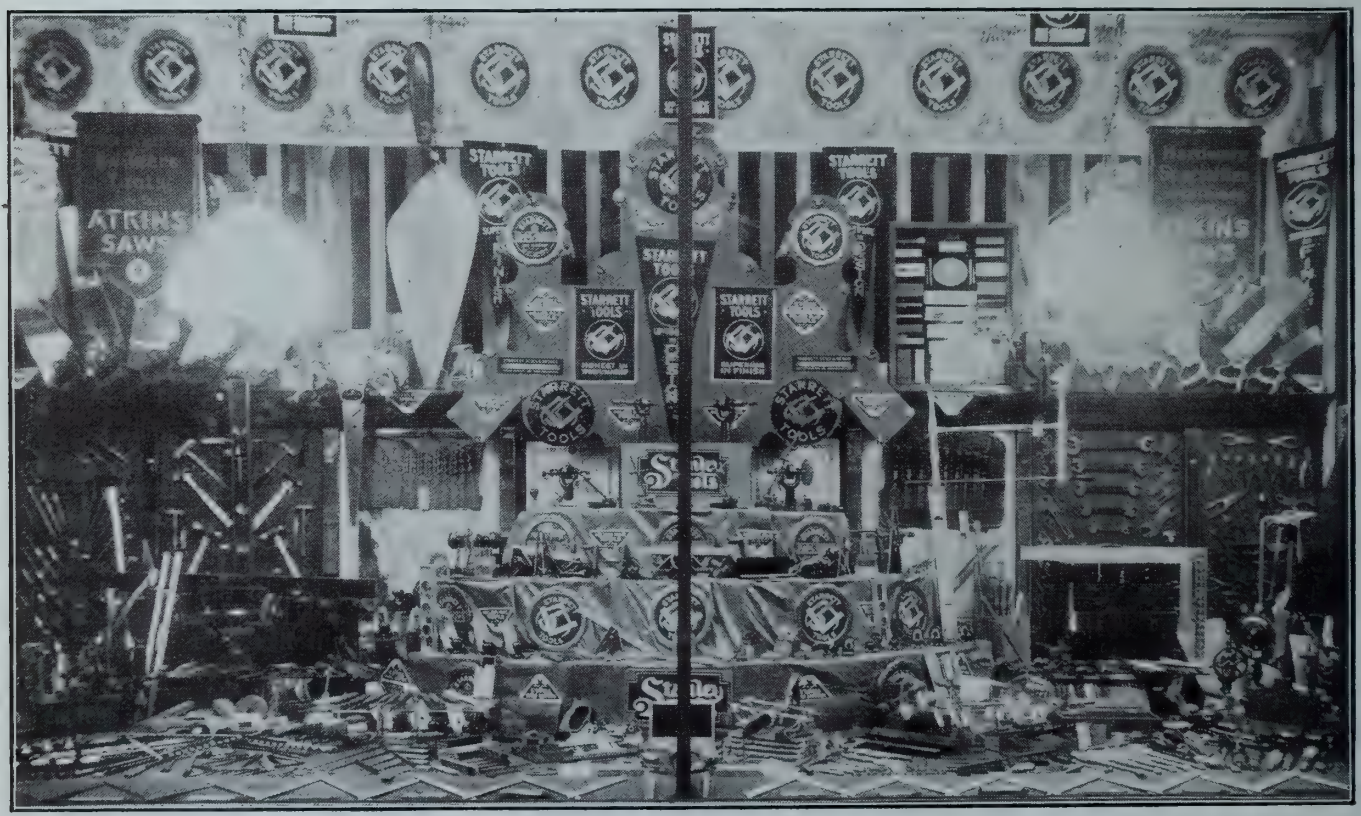
One credit manager of a wholesale house in Vancouver, in discussing the credit business as it affects retail merchants stated that while the appearance and personality and reputation of a prospective credit customer does and always will predispose a merchant to either give the applicant credit, or to refuse to do so, one vital piece of information should be obtained. That information is, WHAT ARE THE MAN'S ASSETS, WHAT HIS INCOME.

"This was forcibly brought to my attention recently in connection with a retail business in one British Columbia town, that went into liquidation. The book debts were far too large in proportion to the amount of business done—but the striking facts that a glance over the list of accounts disclosed were that laborers, school teachers, and others with comparatively small wages and salaries had been given credit amounting to two, three, and five hundred dollars. Is it not evident to any merchant that a wage earner, even if steadily employed, who probably brings home each Saturday thirty to forty dollars is not entitled to a hundred dollars credit. Nor a salaried person who draws twelve to fourteen hundred a year entitled to two hundred dollars credit—much less five hundred.

Setting a Limit on Credit

"It should readily occur that it is a suicidal business policy to extend more credit than half a month's earning power can clean up. I have one merchant in mind in the Fraser Valley who positively will not grant more than fifty dollars credit to a mill-hand earning $125 per month. When that point is reached, further credit stops till the amount is paid up.

"I have thought at times," continued this executive, "that if I were to commence in the retail business, with my experience behind me, I would conduct a strictly cash business; but as a matter of fact, I think I would conduct a credit business. The fault is not with the credit business, which has much to commend it. The fault, in all cases is that the dealer does not give credit as he knows he should, but follows the path of least resistance till brought up short. The wholesalers conduct a very large percentage of their business on a credit basis. That their credit losses are only a fraction of one per cent. in normal



The great amount of building which is being done through out Canada this Spring and the increasing tendency among property owners to do some fixing-up work themselves has led to a considerable trade in tools for those merchants who have gone aggressively after this business. The windows are being used to advantage by Omer de Serres, Montreal, to display tools for this trade. One of his recent tool windows, shown herewith, indicates much care spent on arrangement. The pyramid in the centre and tools arranged on panels along the back of the window help to present an effective appearance with a wide range to choose from yet no appearance of overcrowding. This window was very productive of business in tools.

Catering to the Spring Angler's Needs

A window devoted exclusively to the showing of lines required by the fisherman in the Spring season of the year is used to good advantage by McKinley and Northwood, Ottawa, Ont., as illustrated herewith. Experience has proved that the fisherman patronizes that store which appears to have a wide selection of equipment and the best way to show this is to use such a window display as this which reflects care given to the selection of stock and a wide range to choose from.

times is due solely to the fact that they have system. If the retailer would require from his customers, the information that his wholesalers require from him, he would not get tied up.

"The trouble is that many people are so optimistic that they mortgage the rosy future. On the expectations of a bumper harvest the farmer makes his immediate purchases. On the expectation of a bountiful fruit crop the grower runs up his charge accounts. If their hopes are materialized—the bills are paid and they are encouraged to do it again next year. If the proceeds do not come up to their expectations, they are forced to disappoint their creditors, and no matter how strong their intention to pay, it is a physical impossibility to pay out more than they receive, no matter how inadequate their receipts.

A Poor Friend to Customers

"In my humble opinion, the dealer who gives 'cheerful credit' and abets the customers in thus gambling on the future, and speculating on their unharvested crops, and unearned wages is really a poor friend to those consumers."

The credit manager of a large retail store, in speaking of a system of collection letters for which he had subscribed said to the writer, "If this system had not collected any accounts at all, and it has collected many, I would consider the money well spent that brought home to me the truth that the dealer should have more particulars about those with whom he is dealing and to whom he extends credit. How easy it is at first to find out a couple of friends' names—probably the one who introduced the customer. In case that person moves away with a balance unpaid, it is so helpful to ask Mr. Jones 'By the way, where is Fred Smith now, I often wondered where he had gone.' Chances are the information will be forthcoming and the merchant knows at least where the delinquent is. It is so easy to jot down this additional information on the new ledger sheet, and so hard to trace a customer after he is gone, if you have no lead at all."

Another credit manager states, "The greatest temptation that the merchant is up against, is to continue giving more credit to the delinquent on the assumption that the whole debt can be better collected in that way. Let every merchant consider the actual fact, substantiated by hundreds of actual cases, that the collectible portion of bad debts—ordinary bad debts—is around 25% if a bank or an assignee has to take them over."

"Any and every merchant is much better with the goods on his shelves than turned over to a customer who has proven that he cannot square up at the end of his thirty days."

Still another credit manager spoke about notes. One up country merchant asked Hardware and Metal if it is good policy to take notes from delinquent customers. As far as a banking proposition, this credit man said, "No," adding that even if the bank discounted them—if they were not paid on maturity the bank would require the merchant to make good. But it was desirable, he said, to close up all overdue accounts with notes for the reason that in this way the amount is acknowledged. If any kind of legal action is necessary, the note shows that the amount can be unquestioned. Only the signature needs to be proven genuine—whereas actions taken on open book accounts are always liable to all kinds of counter-claims and disputes that entail much more delay and expense. Probably the best collecting asset, however, is fear of publicity. This will make many pay who cannot be touched in any other way. Some of the most effective collection systems make use of the fact that book accounts may be publicly auctioned off!"

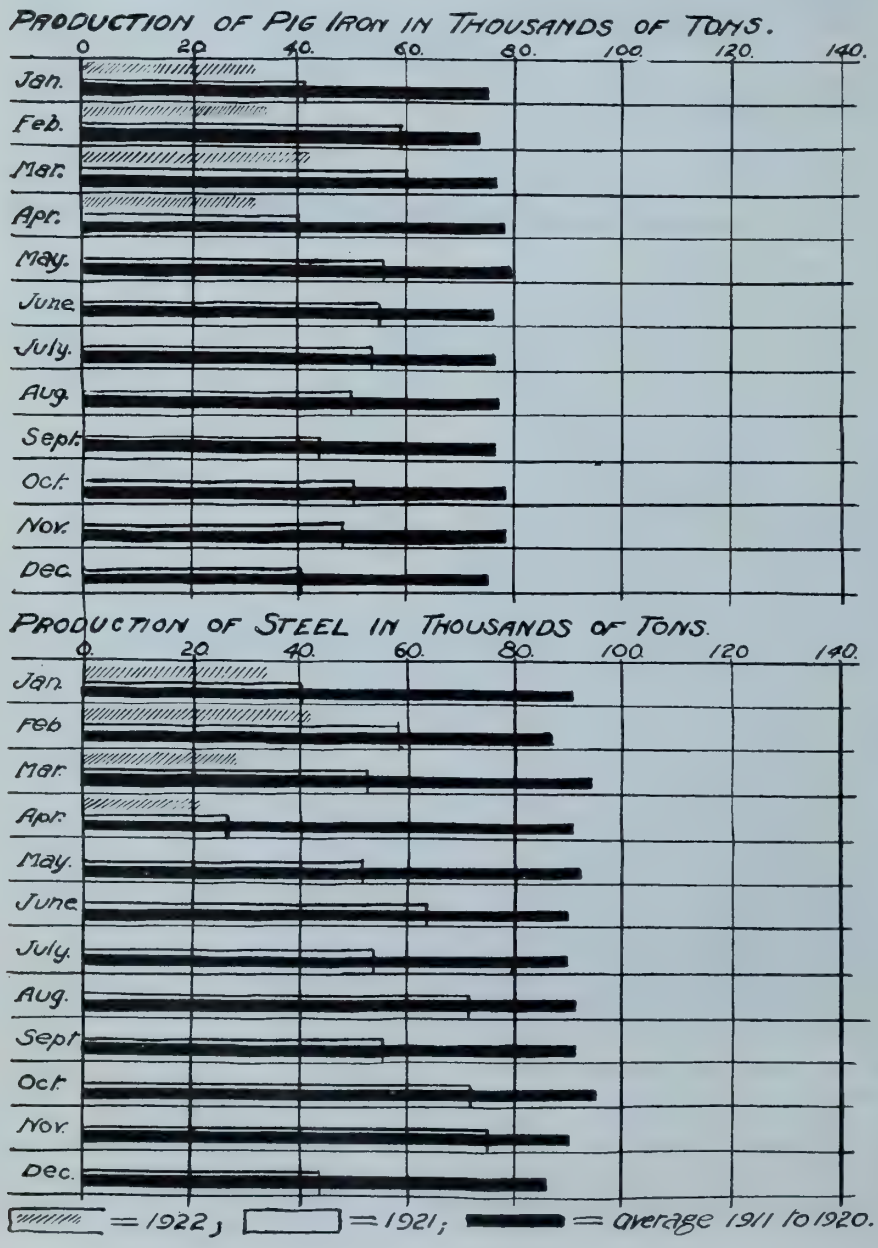
Production of Iron and Steel in Canada

April Pig Iron Production for Direct Sale Increased Over Previous Month—Steel Production Nearly All for Manufacturing Purposes According to Figures Recently Issued

GOVERNMENT figures now obtainable show that the production of pig iron in Canada during the month of April declined 9,000 tons from the output of the previous month, but an analysis of the output shows that 5,000 tons more iron was produced for direct sale than in March of this year. The total production amounted to 32,572 long tons comprising 12,142 tons of basic iron; 14,952 tons foundry and 5,478 tons of malleable. Of the basic iron all but 104 tons was produced for the use of the makers. Practically all of the foundry iron on the other hand was produced for sale. The production of malleable iron was slightly lower than in March and amounted to 5,478 tons, all of which was produced for direct sale. The number of furnaces in blast remained unchanged for the month.

In an analysis of the pig iron production in the United States, the report states that the output in April showed a gain of 3,395 tons per day over the March record and there was a net gain of seven furnaces in blast. "The production of iron in April was probably slightly less because of the coal strike, although it is stated that so far the effect of the coal strike has been very small."

The following charts allow quick comparisons between the ten-year average production in any month of pig iron and of steel ingots and castings with the actual output in the same month of 1921 and 1922.



SIMPLE WAY TO FIGURE TAX

(Continued from page 37)

and manufacturers on the budget are varied. One prominent manufacturer who has considerable knowledge of Canadian conditions, stated that the most serious proposal in the entire tariff was the one abolishing the regulation of the old government that in cases of countries with depreciated currency only a fifty per cent. depreciation would be allowed by Canada in figuring out the import duties. He stated that this will considerably reduce the duty on goods from other countries as Germany and Austria. Just what the final effect will be is not clear, but the manufacturer in question thinks it will make certain classes of goods sell considerably cheaper in Canada, although competing with Canadian manufacturers.

E. M. Trowern, secretary of the Dominion Board, Retail Merchants Association of Canada, expressed the opinion that the retailers as a whole would rereceive the increase in sales tax kindly. It would give more revenue to the government. The advantage he saw in the new regulations was that the tax would not come out of the pockets of the retailer as formerly. Under the new conditions the retail price to the consumer would have to be increased. Some lines of trade, he said, undoubtedly were going to suffer, but they would have to adjust themselves to the new condition.

Won't Affect Gasoline Prices

The reduction of the duty on gasoline from 2½ cents to one cent per gallon will not affect the retail price of gasoline in Canada, according to Major E. A. Olver, D. S. O., manager of the Ottawa branch of the Imperial Oil Company. Gasoline with a specific gravity of .725 has not been dutiable since 1907, and it is on the product with a specific gravity of from .725 to .750 that the reduction is made. This is ordinary petrol used to drive gas engines, while anything with a more dense S. P. G. gets into the oil class.

An Ottawa automobile agent stated in connection with the increased tax on motor cars: "This means that the price of all cars in Canada selling under $1,200 will increase about 6½ per cent. and all cars selling over that price by about 11½ per cent. It is my impression that the change will give a shade of advantage to the sellers of Canadian made cars. The increase on Canadian made cars will be on the actual price to the dealer, while I understand the increase on the American made cars will be their price to the dealer plus the duty."

An agent who handles Canadian made cars stated that so far as the increases in the sales tax was concerned his firm would absorb the increases. It was probable, however, that any increase in the internal taxes on Canadian made cars would be passed on in some degree at least, to the purchaser.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Lumbering Activity Helps Hardware Trade

Collections From Retailers Said to Be Improving —Better Trade for Logging Tools, Automobile Accessories, Paints, Builders' Hardware—Radio Telephone Sets and Parts Moving Actively

VANCOUVER, B. C.—Weather has played an important part in the hardware trade of the coast. The season being from two to three weeks late, has had the effect of slowing up the demand for all lines of early spring and summer goods. A week ago almost mid-summer weather obtained for several days with the result that there was an improved demand for camping outfits, oil stoves and other seasonable lines. This week the demand has eased on account of lower temperature which has put more or less of a damper on holiday talk.

The activity in radio phones on the coast has been a big help to some firms —at least those that have made a specialty of this kind of equipment. The three newspapers have large sending plants and countless amateurs have taken up the fad with varying success.

Building is keeping up which has created a good demand for household hardware of which there are good stocks in wholesalers' hands. There is a good demand for sash cords and weights but prices are holding about the same as usual. Screen doors have started to move. Jobbers report a fair output of barbed wire on the following basis, $4.65 a spool or cattle and $5.15 for hog. Auger bits are ten per cent. lower. Paints are selling actively, much house painting being attended to which has been neglected for a year or so in anticipation of a lower scale.

Collections are said to be on the mend, many retailers paying up a larger percentage of tardy accounts than has been the case for several weeks.

With a gradual improvement in lumbering conditions, there has been a better demand for logging tools, largely for replacement. In anticipation of better weather automobile owners are preparing for summer jaunts with the result that dealers in auto accessories report increasing trade.

WESTERN CANADA NOTES

D. B. McCoy who for the last three years has been coast representative of the Steel Company of Canada has been transferred to the Toronto office. He will be succeeded here by M. A. Irwin of Winnipeg.

T. H. Latimer of Latimer and Son, Main St. hardware retailers, Vancouver, left with a party this week for the Powell River district where a week's fishing holiday will be spent. The trade is anticipating some interesting tales on his return.

Announcement was made in Vancouver this week by District Manager Robert Walker of the Canada Wire and Cable Co. that his company would soon work on a large plant here for the manufacture of wire rope and electrical wire. The site will occupy about three acres and between two and three hundred men will be employed. The product will be marketed on the coast, Alberta, Saskatchewan and parts of Manitoba. General manager H. Horsfall of Toronto will be here in about three weeks to superintend building operations and make final choice of site.

WIRE PLANT FOR VANCOUVER

A plant is to be established in Vancouver by the Canada Wire & Cable Company. Between 300 and 400 men will be employed at the Vancouver plant. H. Horsman, General Manager, will leave for the Pacific Coast early next month to superintend the commencing of building operations. The B. C. plant will supply the company's market in the Western Provinces.

FEE FOR CARRYING OF FIRE ARMS

Montreal.—Upon recommendation from the Executive Committee, the city council at a recent meeting passed a resolution whereby: "Every person who has obtained from the chief of police of the city, under the statute of Canada 11-12, George V., chapter 25, article 2, a permit to carry a firearm, shall, in order that such permit be valid, pay to the city treasurer the sum of five dollars."

C. M. A. ANNUAL CONVENTION

Montreal.—Arrangements are being made by the Canadian Manufacturers' Association for their annual convention, which will be held at St. Andrews-by-the-Sea, N.B., on June 20, 21, 22 and 23rd. A special train is being arranged for, leaving Montreal on the morning of June 19th, arriving at its destination the following day.

A circular has been issued to members of the Quebec division pointing out that owing to business depression during the past year, it was possible that Western Ontario and the Western Provinces would not be strongly represented because of the long and expensive journey across the continent. The numerical success of the convention, therefore, rested to a considerable extent upon Eastern Ontario, Quebec and the Maritime Provinces.

ONTARIO INCORPORATIONS

Good Housekeeping Appliances, Ltd., head office Toronto, capital $100,000 to manufacture and deal in gas, electric, water and domestic appliances.

Radio Devices Ltd., head office Gananoque, capital $40,000 to manufacture and deal in radio and electrical supplies.

Non-Freeze Battery Mfg., Co., Ltd., head office Simcoe, Ont., capital $75,000 to manufacture storage batteries, electrical heating, cooking and lighting apparatus, etc.

DOMINION INCORPORATIONS

Sportsmen's Specialty Co. of Canada, Ltd., head office Montreal, capital $50,000 to manufacture, wholesale and retail sportsmen's equipment of all kinds.

Radio Equipment and Supplies Ltd., head office Toronto, capital $250,000 to manufacture and deal in radio equipment, automobile equipment, shelf and heavy hardware etc.

Roxton Tool and Mill Co. Ltd. has been changed to the corporate name of The Stanley Tool Co. of Canada, Ltd. to manufacture and deal in all kinds of hand tools, rules and measuring instruments.

S. & S. Higman Ltd., head office, Ottawa, capital $50,000, to manufacture and deal in paints, pigments, polishes, linseed oil, varnishes, glass, etc. S. Higman, H. S. Higman, A. J. Rudd, C. G. Armstrong and G. Thompson, incorporators.

D. S. McLachlan, retail hardwareman of Armstrong, B. C., has been succeeded by Manville and Sons.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JUNE 3, 1922

Some Rough Edges to be Smoothed

NOW THAT the hardware trade has had a week to think over the effect of the new taxation and tariff changes as outlined in the budget as appearing in last week's issue of Hardware and Metal, some very interesting points have been raised, and it is understood that there is every likelihood of some further changes being made in the regulations in so far as the retail trade is concerned.

The increase in the Sales Tax to an odd percentage makes it a little difficult to figure though one firm has put into use a plan whereby tax is figured at 2½% and then a deduction of 10% of the amount is made giving the same result as 2¼% of the amount. The calculation of this tax requires increased accounting work and in the case of some manufacturers and jobbers this increases overhead costs. One manufacturer estimates his costs of accounting to take care of governmental requirements at 25% of the amount raised. His accounting department has trebled in size in three years with little increase in volume of business.

The sales tax will be passed on by both jobbers and retailers in future to a greater extent than in the past due to the fact that it is now too great to be profitably absorbed as was formerly the case on many lines. One Toronto jobber is revising prices immediately to take care of the increased sales tax where formerly it was absorbed. The natural increase in prices to the consumer is not calculated to be such as to seriously interfere with trade. In many cases the higher sales tax offsets any advantage from tariff reductions.

Both the British preferential and general tariffs have been reduced on certain hardware lines but hardly sufficient to make much difference. The reduction of 2½% in the British tariff on enamelware will have little effect as Canada's chief imports of enamelware are from United States and very little in the way of enamel household utensils is imported in any case. The general tariff reduction on dairy hollow-ware may have some effect on prices in Western Canada where there are considerable importations of U. S. lines.

The cancellation of Marking of Imports regulations and those dealing with valuation for duty rather opens the Canadian market to undesirable competition from certain European countries. True there has been importation into Canada of the product of such countries by evasion of the regulations through shipping goods via other countries. but the valuation for duty regulations in combination with the Marking of Imports regulations tended to discourage such practice and evasion could have been made an offense and thorough inspection conducted as to the source of imports.

Certain manufacturers of cutlery and iron and steel producers view with apprehension the removal of obstacles to European trading in Canada. German producers are admittedly busy looking after the needs of the devastated areas of Europe and may have difficulty giving delivery on this market but even the giving of quotations in Canada would tend to unsettle the market and the fact must not be overlooked that these European producers prefer to deal with those who can make prompt payment.

It is encouraging to note that the country is in comparatively good shape, revenue having fallen off only 12.2% during the depression and the large sum of $105,000,000 having been secured by direct taxation last year. This would seem to indicate a healthy basis on which to build bigger business this year.

Steel Industry Nearer Profitable Business

THE STEEL industry is reflecting improved conditions throughout and prices are showing considerable firmness with several increases, as forecast in recent issues of Hardware and Metal. Output is being well maintained and new buying while not so active in some lines is enough to maintain firm prices with some advances chiefly on early deliveries. Bar products, black sheets, blue annealed and galvanized sheets have undergone advances this week and it is significant of conditions in this industry in Canada that earliest delivery on bar products is from three to four weeks while on sheets it is about six weeks.

The ten per cent. reduction in freight rates in the United States is said to have been a disappointment to some steel producers but the opinion is held that too much of a reduction would also be bad for the industry in so far as it would impair the buying power of the railways. These reduced freight rates in the U. S. are not effective until July 1 and as might be expected there has already been some holding up of shipments until after that date. This particularly applies to ore rather than finished materials and a movement is on foot to have the reduction in rates on ore applicable from June 10. Considerable speculation is heard as to the prices to prevail in the third quarter, particularly on sheets, tin plates and wire products, but early advices from various authorities on the subject would indicate that no lower prices may be looked for even if freight rates are reduced because of the fact that mills have been producing these lines on small margins for some time past. In this connection Judge Gary of the U. S. Steel Corporation, made the following interesting statement this week: "Little need be said about the changed and changing business conditions for the better in the iron and steel industry. The facts and figures have been and are being published. The volume is large and increasing. The profits are not satisfactory but few, if any, ought to be doing business at a loss and we shall soon, I hope, settle down to a readjusted basis of prices and rates that is fair and reasonable and on a comparative parity. We seem nearer to big, even profitable business, than for some time past."

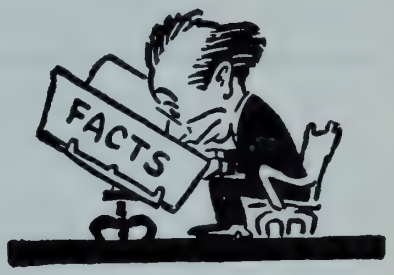
SALESMEN for manufacturers and wholesalers have found that the hardware merchant of to-day is not very gullible when it comes to buying merchandise. No, the demands of the times are too exacting to be lax in buying. But this is not an attribute of recent years for it was also characteristic of hardware merchants many years ago. J. Billinghurst of The Boeckh Company, tells an interesting story in proof of this. Many years ago he was working a hard territory in Eastern Ontario. He has just completed a particularly arduous trip on which he had been successful in disposing of a considerable stock of specialties which his firm was particularly anxious to clear out to make room for other lines, when in the midst of his enthusiasm he received a card from one hardware merchant whom he had sold, with the following brief and caustic remark: "Until now we were not aware that Noah had left anything at all out of the Ark."

The Facts Family

How Shaking the Apple Tree
Proves the Strongest Stems

or

The Story of What and Where
and the Important Children



YOU see in this cartoon a business man diligently taking a course in FACTS at Success University. He is a wise man, earnestly studying the most important part of the curriculum.

FACTS are vital to the man who would take a diploma in Success. They mean more than wealth, position or influence.

They are the difference between **know** and **blow.**

They are the substance you find in the solid ground of Ability and miss in the quicksands of Bluff.

They are the children of What and Where—the brothers of Who, When, How and Why.

Study FACTS if you want to succeed, KNOW—if you want to grow.

To-day, you hear businesses compared to apples.

"They are shaking the trees," say the students of business, watching many establishments fall.

But you'll observe too, that all the apples do not fall. Some hang on. Their stems are strong and hold tight. They will be hanging when the shaking ends.

Those are the apples whose stems are FACTS.

Those are the concerns who know as much or more than anyone else about their products or their methods, or merchandise—the men who know **how** to sell, **when** to buy, **where** to locate, **why** to advertise, **who** to see, **what** to do.

And you may be assured that knowing the FACTS about your business you too are as secure as the apple with the strong stem.

But do you know? Or is it high time that you enrolled in Success University and started a diligent study?

Only you can answer. Only you know what you know. Competitors can soon learn what you don't know.

And remember this—no one knows it all—no one can afford to stop learning. Therefore, cultivate the FACTS family always. Maintain a friendly, constant acquaintance with How, Why, What, Where, When and Who. They're **profitable** friends.

Events in the Trade

OBITUARY

Mr. Barker, general manager of Jones Bros., manufacturers of store equipment, Toronto, is dead.

The sudden death is announced of Frank A. Burgess, president Burgess-Norton Manufacturing Co., Geneva, Ill., U. S. A.

NEW FIRMS

A. Latremouille has opened a retail hardware store at 210 Bernard St., Montreal.

PERSONAL

W. F. Macpherson, Secretary Ontario Retail Hardware Association is spend- a few days among the hardware trade in Windsor, Walkerville and district.

R. M. Inglis, general sales-manager of the Ruberoid Co., Montreal, is visiting the company's plants in the United States and will be away until the end of the month.

H. B. Seybold of Starks-Seybold Ltd., Montreal, elected a city alderman of that city in January last, will take up the duties of acting mayor for the ensuing three months in the absence of Mayor Martin.

Congratulations are extended to Arthur L. Greenside, hardware merchant, Danforth Ave., Toronto, and formerly a member of the staff of Hardware and Metal on his marriage to Miss Rosamonde Kinney of Picton, Ont.

Percy Clarkson who at one time represented Meakins & Sons, Ltd., of Hamilton in Western Ontario, is now representing this firm in Northern Ontario. He has taken over this latter territory from Mr. Sugden who has been forced to relinquish his position due to ill health.

Major R. A. McAvity has been elected a director of T. McAvity & Sons, Ltd., St. John, N. B. Major McAvity has had a wide and varied experience with the above firm. Commencing as a clerk, he worked his way to manager and is now managing director of one of the company's plants.

F. R. Sumner, president of Sumner Co. Ltd., Moncton, N. B., has sailed from Montreal for England.

D. A. Patterson, general manager, and W. A. C. Hamilton, secretary Consumers' Cordage Co., who have been on a trip through the Western provinces to the coast are expected back in Montreal around the end of the month.

NEW FIRM WANTS CATALOGS

W. J. Henderson, who formerly managed the Maglader store at Englehart, Ont. is opening a hardware store on his own account there and desires catalogues of general hardware stoves, oil stoves, valves and fittings, heating and plumbing goods, sheet metal, auto accessories and sporting goods.

OWEN SOUND HARDWARE FIRM CHANGES HANDS

Owen Sound, Ont.:—The hardware stock of R. P. Butchart and Bro. has been purchased by Messrs. T. I. Thompson Ltd., who now occupy the Butchart store. The latter firm was much the oldest hardware firm in this city, and the Thompson firm has an Owen Sound history dating back to 1887 when the late T. I. Thompson came here from Port Elgin and bought out the hardware business of the late W. B. Stephens. The Thomson firm was later incorporated into a joint stock company and Mr. Leonard Ferguson and T. W. Thomson was taken into the firm. Since the death of the founder, the firm has carried on under the old name. The two stores will be kept going for several months, but it is understood that the old Thomson store will be vacated and the whole business will be conducted in the former Butchart store, which is a large and well equipped hardware premises.

The Butchart hardware store was first started by the late G. M. Butchart, over 70 years ago, and was successfully conducted by him for many years. On his retirement the store was taken over by R. P. Butchart and D. M. Butchart under the firm name of R. P. Butchart & Bro. Later R. P. Butchart assumed the management of the Owen Sound Cement Co.'s plant at Shallow Lake and D. M. Butchart took over the hardware business, but still continued the old firm name. For several years Reginald M. Butchart has been in charge of the business.

TO MAKE AUTOMOBILE TUBES

Aurora.—The Taylor Rubber Company of Toronto have purchesed a site of 4 acres, known as the Davey farm on north Yonge street, where a factory will be built for the manufacture of a patented inner tube for automobiles.

MOVE TO NEW PREMISES

Premier Tire and Rubber Company has moved into new premises at 116 Adelaide St. West, Toronto, where more convenient and larger premises are available.

IMPROVEMENT FORECAST BY INCREASED PRODUCTION

The McClary Manufacturing Company has this week commenced work in both its plants with a full staff of men and on full time. J. J. Foote, who made the announcement, states that times are slowly but steadily improving, and he looks for general prosperity in the not far distant future. McClary's has always been the barometer of conditions in London, and the announcement of the return of the plant to normal conditions of business is good news to the citizens.

BRIDGEPORT HARDWARE MFG., CO., APPOINT NEW REPRESENTATIVE IN QUEBEC

The Bridgeport Hardware Manufacturing Corporation of Bridgeport, Conn., U. S. A., have just appointed Hubert B. Johnston of Sherbrooke, P. Q., as their exclusive sales representative for the province of Quebec and the city of Ottawa in the province of Ontario.

Mr. Johnston spent a few days at the factory at Bridgeport, Conn., studying processes of manufacture of the Bridgeport Line of nail pullers, box openers, crate openers, pliers, screw drivers and the various automobile tools made by the Bridgeport people such as valve lifters, tire tools, slip joint pliers, etc. Mr. Johnston has been calling on the jobbers in the above territory since June 1st.

DELCO-LIGHT CO. STARTS IN CANADA

Oshawa, Ont.—Another large American industry has decided to locate in this country. The Delco-Light Company of Dayton, Ohio, a division of General Motors Corporation, has formed Delco-Light Company of Canada, Limitted, and has joined other General Motors Divisions at Oshawa, Ont.

R. H. Grant, President of the Delco-Light Company, who is in Oshawa to formally open the Canadian factory, said, "From the very beginning of our business we have considered Canada as a most important part of our market."

The new Canadian company will be under the management of R. L. Meyers.

Hardware Clerks Influence Hydro Question

St. John Association of Hardware Clerks Conduct Aggressive Campaign for Municipal Distribution of Electricity—Members of Organization Asked to Run for Municipal Honors

DEALING with activities of the St. John Hardware Clerks' Association, P. H. Butler, representative of Hardware and Metal in that city has written as follows:—

"The St. John Hardware Clerks' Association is conducting a very aggressive campaign for municipal distribution of the recent hydro-developed electricity, now offered to the city of St. John by the New Brunswick Electric Power Commission, composed of members of several organizations who have declared themselves as being favorable to the municipality taking over and distributing the power. These amalgamated organizations are known as "The United Organizations" and Roy Willet, president of the Hardware Clerks' Association was elected chairman, and myself elected secretary. One of our executives is an expert engineer, and in the early part of our campaign wrote a series of letters on the light and power situation in St. John, and these were published in pamphlet form by our association, and mailed to five thousand tax-payers in the city. We also have held several public meetings, and have stirred up such a strong feeling in the matter that members of our association have been urged to run in the coming civic elections for the city council, but so far we have not decided to run any of our members. However, we have forced the hydro question into civic politics, and last week called a public meeting in one of our large halls at which all candidates for office were present and declared their views on municipal distribution. So much interest was taken by the citizens in this meeting that the hall was packed long before the meeting opened, and hundreds of citizens had to be turned away. So successful has our campaign been that six out of the eight candidates declared themselves for municipal distribution of the power, and at each declaration the applause of the audience was tremendous. It might be well to state here that three months ago practically every citizen was opposed to municipal distribution, but owing to the propaganda put out by the Hardware Clerks' Association in nearly every issue of three of St. John's daily papers, public opinion has been reversed. Our association has secured data from every municipality in Ontario operating under municipal distribution of hydro-developed power, their installation costs, up-keep costs, capital charges, power and lighting rates, cost at which they buy, in fact all information that is necessary for an intelligent consideration of the matter. We have also been in communication several times with Sir Adam Beck, and have been supplied by him with much information. At the present time our association has on hand a petition signed by about five thousand voters asking the city council to take over and distribute the power. This number represents sufficient voters to demand a plebiscite, and will be used for this purpose, if necessary."

EXPLOSIVE COMPANY STARTS IN QUEBEC

Northern Explosive Limited, has commenced operations at Dragon, Quebec, on the old site of the Curtis and Harvey plant. The company at present employs approximately 100 men, and anticipated production for this year is about five million pounds of high explosives. The Atlas Powder Company of Wilmington, has acquired approximately 50 per cent. of the total stock.

The company expect a market for their products in this province and Ontario, particularly in the Sudbury mining district. A considerable market is also said to be assured in Nova Scotia.

Later on it is the intention of the company to branch out into the manufacture of important by-products which will include celluloid products and leather cloth, the latter a commodity largely used for the upholstering of automobiles.

The capital stock of the company is $15,000,000.

Motor Truck Owners Form Association

Following Recent Legislation in the Quebec Legislature, Action is Taken by Truck Owners and Montreal City Council

MONTREAL.—The recent legislation in the Quebec Legislature dealing with motor trucks, by which municipalities may limit the load carried by trucks through the city streets, and prohibiting motor vehicles traveling on rural roads with a capacity load of more than 5,000 lbs., and total weight of truck and load not over 24,000 lbs., has brought forth contemplated action by the city council and local truck owners. Immediately the Bill passed the legislature, local manufacturers, who use the larger size trucks on country roads for conveyance of goods to their customers within reasonable distance of Montreal, voiced their opposition to the amendment and preparations are now well under way to place their opposition before the Quebec House.

Motor Truck Owners' Association

At a recent meeting of those interested, the Motor Truck Owners' Association was formed, and the election of officers and arrangement of detailed work is set for a meeting at a later date. It is the intention to organize to a minimum membership of 1,000, and when formed, the members will be in a better position to remonstrate with the government. By furnishing all necessary data, and approaching the Government with sane and logical arguments, it is felt the law will be either repealed or amended to the satisfaction of all concerned.

City Proposes to Limit Loads

On the other hand, the city authorities are losing no time, and, taking advantage of the amendment whereby municipalities governed loads and speed within city or town limits, a committee of alderman is appointed to consider suggestions as may be submitted by those interested. That heavily loaded motor trucks are doing a lot of damage to city pavements is the opinion of the Public Works Department, for which reason, they say, such vehicles should not be tolerated on Montreal streets. The opinion at the City Hall is that the city should limit the loads of these trucks to ten tons, which would include both the load and the weight of the truck.

However, the appointed committee will give all interested a chance of submitting their views, and will then consult the City Engineer as to the limit of weight to be specified in the by-law which will be adopted.

LETTERS FROM ELECTRICAL MANUFACTURERS IN NEXT ISSUE

Announcement was made in last week's issue of Hardware and Metal that an answer to the editorial comment of an electrical contemporary concerning an editorial which appeared in April 29 issue of Hardware and Metal would appear this week. As we go to press letters have been received from practically all electrical manufacturers in Canada in response to the enquiry conducted by the Ontario Retail Hardware Association. These letters give enthusiastic and unanimous support of the hardware trade as an important channel of distribution of electrical equipment both for the present and the future, and as they have been received too late for publication in this issue they will be fully outlined next week.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

DURO POTATO POT

Duro Aluminum Limited, of Hamilton, Ont., are introducing to the trade a new Duro potato pot, which the manufacturers state has a number of combined features of special value to the busy housewife.

It has a welded spout, with a strainer on both sides, and the lid will lock so that in draining potatoes or vegetables, the risk of scalding hands is eliminated; this new product is made in three sizes, four, six and eight quarter.

VIKO BRIDAL SET

The almost universal demand for a suitable gift for the bride at this season of the year, has been responsible for the Aluminum Goods Mfg. Company, Manitowoc, Wis., offering through the regular jobbing channels a special five-piece bridal gift set. This set covers five useful kitchen aluminum utensils, packed in an attractive carton. The set consists of a 5-quart tea kettle, 2-quart percolator, 1½-quarts double boiler, 3-quart saucepan and a 6-quart convex kettle. The makers point out that this is the regular Viko quality, with each set, in a special gift box which is suitable not only for wedding presents, but for kitchen showers for the bride elect, birthday gifts, and the regular trade. The manufacturers also point out that every piece in this special set is a staple article and can be put into open stock if desired.

ELECTRIC WATER HEATER

Imerso is the name given to a small electric water heater made by the Electro Heater Co., Inc., Washington, D. C. which is, however, distributed by the Imerso Distributors, Inc., 23 Duane St., New York City.

This device may be used for heating the water for shaving, bathing, boiling eggs, heating childrens' feed bottles in boiling water, for boiling water to cook vegetables and for heating water to be put in a hot water bottle. The lower end of the heater is placed in the water and the plug at the end of the wire placed in a convenient socket. Then turn on the electric current.

Other features pointed out by the producers are that the wire heating element may be replaced at nominal cost. The Imerso is also a useful travelling accessory.

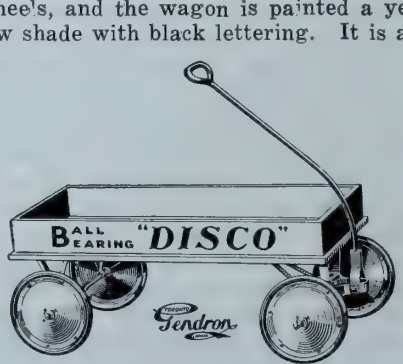
SLIP JOINT AUTO PLIER

A slip joint auto plier, with wire cutter, is being manufactured by the Wilde Drop Forge and Tool Co. of Kansas City, U. S. A. This is being produced in both plated and gun metal finish, and is described by the manufacturer as suitable for practically all kinds of work. It is

finished in full grip knurled handles, and is drop forged from high carbon steel. The long slim nose is described as a feature for making it possible to reach parts in autos and machines, which are often inaccessible to the shorter plier. Messrs. W. Bruce Morrow of Toronto, are the Canadian distributing agents for the Wilde slip joint plier.

DISCO COASTER WAGON

The Gendron Mfg. Co. Limited, of Toronto, are introducing to the trade a new ball-bearing disc coaster wagon. This new product is equipped with disc wheels, and the wagon is painted a yellow shade with black lettering. It is al-



so fitted with ball bearings. The wheels are riveted with double head rivets. The makers further point out that this is a strong and sturdy wagon, with an attractive appearance.

FEELER GAUGE

The Goodell-Pratt Co. of Greenfield, Mass., have recently added to their line of tools a new product which is described as a Feeler Gauge. Its purpose is to assist in setting valve tappets, spark plug and distributor points. The manu-

facturers state that this feeler gauge No. 569, is particularly adapted to the needs of motor car owners for the uses outlined above. It has six leaves gauge .002, .003, .004, .005, .010, and .015 inches thick, making possible in combination all thicknesses by thousandths from .002 to .039 (except .038.)

The leaves are 2¼ inches long by ½ inch wide. They are held together by a screw and nut, which are readily removable for inserting or replacing the leaves. There is no case, or sides for this gauge, the leaves when not in use forming the handle.

COLEMAN "CRAFT" WRENCH

The Craft pipe wrench is the product of the Coleman Railway Supply Co. of New York City. This product is a self-adjusting wrench, with a patented self locking double geared disc and saddle. To open the wrench, the saddle is pulled backwards as far as necessary. In operation, the wrench is placed so that the pipe is in the notch. The makers state that the spring will roll the disc forward, until it touches the pipe. Pressing downwards on the handle together with a slight pull, will enable the wrench to take hold. It is said that the harder the push, the tighter is the grip of the wrench. To remove, all that is required is to give an easy push forward. The special design of the "Craft" wrench, enables it to readily roll free. The manufacturers also point out that the three point contact, gives a torsional instead of a crushing grip, and prevents the wrench from spoiling the stock. It is made in six sizes. 6 inches to 24 inches. It is made from case-harde pressed steel, while the disc is a heat-treated drop forging.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER extensive and varied budget of market developments is apparent in current hardware circles. Price revisions, both upward and downward, attract special attention, with other elements of a special nature also recorded. Higher prices appear on brass and copper tubing, brass sheets, copper rods, galvanized sheets, blue annealed and black sheets, the Lunkenheimer line of valves and certain grades of scrap materials. Attributable to the increased sales tax are slightly advanced quotations on wire and wire products such as wire nails, fence staples both bright and galvanized, barbed wire, plain, galvanized, plain twist, coil spring and annealed hay wire, and also cut nails. Bar iron and bar steel prices are on a marked upward trend, increases of five to ten cents per 100 lbs. being already recorded in certain quarters. The shortage of turpentine on the domestic markets is again strongly emphasized with a further price advance.

Price reductions have been announced on American ammunition, this change affecting metallics and paper shot shells. Wool packings are on easier price levels, together with similar changes on heavy coil door springs, square tower bolts, hammock hooks, the Red Devil line of electrician bits, and certain steam and air cocks. Many of the Taylor-Forbes products appear with new prices ranging from five to twenty per cent lower, this list including such items as door pulls, drawer pulls, hat and coat hooks, door holders, harness hooks, chest handles, clothes line reels, saw sets and hog ringers. Western centres record downward revisions on the Sovereign line of stove pipe dampers, wood butter bowls, Globelite batteries and Thermos products, the latter change being due to a new arrangement with regard to freight charges on bulk shipments.

Malleable fittings are quoted under a new piece list, with discounts of 70 and 5 per cent., effective June 1. The steel industry as a whole has now gathered sufficient momentum to carry it through the proverbial dull summer months, with relatively improved prospects. The stronger tone in ingot metals is fairly well maintained, lead and spelter being quoted higher due to the firmness of primary centres, while tin and copper reflect increased interest. Certain grades of scrap materials are being strongly held by dealers with higher asking levels. Many price changes that have taken place are caused by manufacturers and jobbers going over their stocks and repricing same to take care of the advance in sales tax and other developments in tariff changes. It is stated that this movement will most likely be continued until entire stocks have been revised, but neither advances nor declines are expected to be of an extensive nature, particularly on foreign-made goods as the present exchange rate is considered as evening up tax changes. It is pointed out that on domestic products, where many wholesalers have been absorbing the sales tax in order to maintain uniform price levels, adjustments of this nature will be in order, as jobbers could not be expected to continue absorbing the additional rate of taxation.

Montreal Markets

MONTREAL, June 1.—The budget is now attracting attention in manufacturing and jobbing circles, and the effects are already being noted in the current hardware markets. As a direct result of the higher sales tax, increased quotations appear on all wire and many wire products. The base price on wire nails is increased five cents, also cut nails. Both bright and galvanized staple prices are advanced to the same extent; barbed wire, plain wire, galvanized wire, coil spring, plain twist and annealed hay wire recording a similar revision. Bar iron and steel is five cents per hundred lbs. higher in most quarters, while other jobbing houses have not yet advanced their quotations. Revisions in a downward direction are announced on American ammunition, both metallics and paper shot shells having new lower quotations. In the waste markets, all grades of wool packing are reduced, while in brass compression goods, steam and air cocks have revised discounts.

WIRE NAILS BASE PRICE INCREASED FIVE CENTS

Montreal.

Jobbing houses announce an increase of five cents on the base price of wire nails, resulting from the increase in sales tax. This brings present quotations to $3.70 base. Current trade in nails is said to be seasonable, and with an active building program throughout the summer months a brisk demand is anticipated. Cut nails are also increased from $4.35 to $4.40 base.

FENCE STAPLES ALSO ADVANCED IN PRICE

Montreal.

Both bright and galvanized fence staples are five cents per 100 lbs. higher in company with the slight general advance in wire and product quotations. Following are present prices:

FENCE STAPLES—

Bright in 100 lb. kegs	$ 4 20
Do., in 25 and 50 lb. boxes	5 20
Galvanized in 100 lb. kegs	5 20
Do., in 25 and 50 lb. boxes	6 20

EASIER PRICES RECORDED ON WOOL PACKINGS

Montreal.

In the waste markets, wool packing is featured by a reduction in prices. The

highest grade is reduced one cent per lb., and the medium and lowest grades quotations are reduced two cents per lb. All grades of cotton waste, and wipers, are unchanged in price, with raw cotton reported as somewhat firmer in the past week or so. Prevailing quotations are as follows:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

PLAIN WIRE NOW SELLS FOR $3.65 BASE

Montreal.

A corresponding advance of five cents is made on the base price of plain wire, and this is now quoted at $3.65, with the usual extras for oiled, annealed and coppered.

BAR IRON PRICES ON UPWARD TREND

Montreal

The increased sales tax is now reflected on the local iron and steel market when prices on practically all lines are advanced five cents per 100 pounds. This revision is not yet announced by all distributors, but it is expected that it will be generally adopted within the very near future. The recent variation in local quotations among jobbing houses is much improved and present price levels are from $2.90 to $2.95, the advance of 15 cents being made where formerly $2.75 was quoted.

Increased quotations are again reported by certain producers in southern markets, independent mills apparently taking the lead in the upward trend. Higher production costs, through advanced prices on coal, coke, pig iron and scrap, have forced some of the smaller mills to announce higher price levels. Whether this development will be followed by a general adoption of higher prices, and whether it will reflect on domestic markets in the near future is yet considered problematic, but according to local distributors, it is another factor strengthening the situation. Following are price levels most generally quoted:

IRON AND STEEL—	
Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

FURTHER SLIGHT ADVANCE IN BARBED WIRE PRICE

Montreal.

Following the advance of last week further higher quotations are given on barbed wire. Both spools and catch weights are increased five cents. Following are revised prices:

BARBED WIRE—

In 80 rod rels per reel, 2 x 5, $3.55; 4 x 4, $3.80; 4 x 4, $4.15.

Catch weights $4.40 per 100 lbs.

LOWER TARIFF ON WROUGHT IRON PIPING

Montreal

Wrought iron and steel pipe quotations remain at list No. 54, with a strong tendency still apparent in the undertone of the market. It will be noted however, that wrought piping is one of the lines listed in the Government budget as now having a lower tariff rate. Local manufacturers state that they have taken this reduction into consideration, and while it has undoubtedly a tendency to weaken the market, the firmer tone which has been evident for some weeks past is a factor which cannot be overlooked. While they are ready to meet outside competition, because of expected delays in deliveries from other markets it is probable that any action will be deferred until a later date.

SLIGHT REVISION IN PLAIN GALVANIZED WIRE

Montreal.

The slight advance recorded in quotations on other wires is also reflected on plain galvanized wire, and new higher prices are as follows:

GALVANIZED WIRE—

Per 100 lbs.—3 to 8, $4.60; 9, $3.95; 10, $4.70; 11, $4.75; 12, $4.10; 13, $4.25; 14, $5.10; 15, $5.70; 16, $5.85.

RANGE BOILER MARKET MAKES GRADUAL PROGRESS

Montreal.

Current trade in range boilers is reported as being on a gradual improvement, the past two weeks bringing faster movement. Business in boilers has, however, been more or less spasmodic since early spring, and on the whole has been a little disappointing up to the present. Quotations are nominally unchanged, and following are list prices and discount:

RANGE BOILERS— Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.: Extra heavy, 40 per cent.

PLAIN TWIST WIRE NOW $5.35 PER 100 LBS.

Montreal.

Quotations on galvanized plain twist have also been slightly increased to $5.35 per 100 lbs.

ANNEALED HAY WIRE PRICES AGAIN REVISED

Montreal.

A further reduction is made in annealed hay wire quotations, an advance of five cents per 100 lbs. being recorded. Following are new prices:

HAY WIRE—

No. 13, $3.85; No. 14, $3.95; No. 15, $4.05 per 100 lbs.

EASIER PRICES RECORDED ON AMERICAN AMMUNITION

Montreal.

Discounts on American ammunition, both metallics and paper shot shells, are revised and reduced quotations appear on all lines. Revised discounts will be found on current market page.

REVISED DISCOUNTS ON STEAM AND AIR COCKS

Montreal.

Through a change in discounts air, steam gauge and compression gauge cocks are reduced in price. Air cocks are now quoted less 60 per cent. steam gauge cocks less 55 per cent. and compression gauge cocks less 50 per cent. A fair volume of trade is now in evidence in the various lines of compression goods, building activities stimulating sales, especially in recent weeks. With continued progress in this direction, a steady volume of business is anticipated. Following are present discounts on the various lines:

COMPRESSSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N.P. "P" and "S" traps	40%

SEASONAL CALL FOR SOIL PIPE AND FITTINGS

Montreal.

With soil pipe and fittings selling at revised quotations of last week, current trade is said to be fairly brisk, an appreciable improvement having been felt in the past few weeks. The undertone of the market remains steady following the price advances, and with active building construction during the summer months, a fairly good demand is expected to continue. Prevailing discounts are the following:

SOIL PIPE—	
2 and 3 inch	40%
4 inch	45%
5 and 6 inch	40%
8 inch	20%
Fittings—	
2 and 6 inch	50%
8 inch	20%

SLIGHTLY ADVANCED PRICES ON COIL SPRING WIRE

Montreal.

The price advance is also recorded on galvanized coil spring wire, and No. 9 is now quoted at $4.00, No. 12 at $4.15 per 100 lbs.

SHEET STOCKS STILL COMPARATIVELY LOW

Montreal.

Little or no change is made in local sheet quotations, and low stocks are now said to be a feature in the market. Although distributors state that demand has slackened a little during the past week, the increased buying movement in galvanized sheets in previous weeks found warehouse stocks at a comparatively low level with the result that available material was taxed quite heavily. With delayed deliveries from southern primary markets, dealers have been looking more to English markets, and importers of these sheets are still finding an active demand for all arrivals. Prices locally are said to be almost entirely governed by quotations from overseas, and a further stiffening is considered altogether likely within the near future as conditions in England have also shown a great improvement during recent months.

LOWER STOCKS FEATURE WASTE MATERIAL MARKETS

Montreal.

Waste material quotations are nominally unchanged since the general revision of last week, with the improvement in the market being generally maintained. Consumption of practically all metals continues in somewhat heavier proportions, and also adding to the general stronger tone is a shortage in some lines commencing to be felt. For some time past dealers have been unwilling to allow large stocks to accumulate. With war materials gradually dwindling, and less scrap available because of inactivity in all circles, stocks were not in a position to take care of the heavier consumptive requirements. Taken altogether the market is now in a much improved condition, and dealers are hopeful that the betterment will be in evidence during the summer and Fall months. Current price levels are as follows:

WASTE MATERIALS—	
Automobile tires	0 50
Rubber shoes	0 02¾
Yellow brass	0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04
Lead, tea	0 02½
Light copper	0 08½
Heavy copper	010¾
Wrought iron, R. rd., No. 1, per gr. ton.	10 00
Malleable scrap (ton)	9 00
Pipe scrap (ton)	6 50
Heavy melting steel	9 00 to 9 50
No. 2 busheling	3 00
Boiler plate	8 00
No. 1 machinery cast	21 00

GAINS IN INGOT METALS WELL MAINTAINED

Montreal.

Changes in the metal markets as compared with last week are not very great, but the general tone is still firm, especially in primary markets. Prices locally have recently advanced in sympathy, but this has not as yet caused any great increase in buying, which is still on a conservative basis. Present indications, however, point to a gradual improvement from now on.

TIN.—Tin continues to fluctuate within very narrow limits, and at the moment there is said to be no indication of any particular change from this trend. Statistics for May are expected to show an increase in stocks, which may have a depressing effect on the market. Locally this metal is quiet, but prices are slightly higher owing to the increased sales tax. Present quotation 35½ cents.

COPPER.—This metal continues firm both in London and New York, with the market perhaps not quite as firm as last week. There is said to be no weakness to the situation, but the advance could not be maintained at the pace that has been ruling recently. While demand in the U. S. A. is good, it cannot be said that there has been any great increase in consumption here. The market is again slightly advanced to 17½ cts. for electro and 17¼ cts. for casting.

SPELTER.—Spelter continues its upward climb both in London and Southern centres, and has reached a figure higher than in some months on both markets. The situation is undoubtedly firm, but a re-action in the near future would not be surprising as it is considered an easy matter to increase production of this metal. Consumption in Canada is somewhat better, and the market is firm at 7¾ cents.

LEAD.—The price in the U.S.A. advanced a further 15 points this week, but is slightly below the open market of $5.50 East St. Louis. There appears to be no cessation in demand for this metal, and the market is still firm. London is still quoted at around the £25 mark, but it is considered doubtful if this can be maintained in face of increased supplies. The market locally is steady, with demand fairly good and price unchanged at 7 cents.

ANTIMONY.—This metal is quiet and has not shared in the advance of other lines. Locally quotations are unchanged at 6¾ cts. for Chinese and 7½ cts. for high grade English.

ALUMINUM.—There is still little change in aluminum, it remaining quiet on all markets. Local quotations are unchanged at 24 cents.

Toronto Markets

TORONTO, June 1.—Numerous interesting developments are again recorded on the local hardware markets, several upward revisions featuring current quotation changes. An advance of two cents per lb. has been announced on brass and copper tubing, while brass sheets and copper rods are one cent per lb. higher. Galvanized sheets, blue annealed and black sheets all appear with increased quotations, these products having been exceptionally firm, with advanced levels recorded in southern markets also. Lower prices are recorded on wool packings, with a similar revision in the discount levels on American ammunition, affecting metallic and paper shot shells. Malleable fittings are now quoted under the new price list, effective June 1, with discounts of seventy and five per cent. The firmer price trend is evident on machine and carriage bolts and nuts, with reports of increased prices coming to hand from southern primary centres. The move towards higher prices on bar products is gaining momentum and local distributors are more or less inclined to revise their prices upward in keeping with other markets. Higher prices combined with a firmer tone are noted in scrap materials, certain grades such as copper and heavy melting steel being strongly held by dealers with higher asking levels. Interest in ingot metals also shows an increase, with higher quotations generally in effect on spelter and lead, due to the firm tone in primary circles. Tin and copper are slightly higher, this change being partially due to the increased sales tax, while antimony and aluminum remain quiet.

MOVE TOWARDS HIGHER PRICE ON BAR PRODUCTS

Toronto.

Underlying conditions in bar iron and steel conditions continue to show increasing strength, and certain domestic markets again record an upward tendency. This element is also apparent locally, although no price developments have been announced. It is stated, however, that distributors of bar products would welcome the higher levels, and in view of the increased sales tax and other cost elements, there is apparent a more or less general leaning towards advancing these lines five to fifteen cents per 100 lbs. Another factor illustrating the current firmness in the steel market, is the fact that bars are now quoted by producers for three to four weeks delivery. No change in the coal strike situation is reported from southern centers, the opinions being expressed by mine operators that some time will el-

apse before a settlement is reached. Meanwhile pig iron is reported to be imported from Britain at price levels almost equivalent to southern market quotations, thus offsetting further advances in this direction. The cut in freight rates recently ordered by the American Interstate Commerce Commission is only expected to be of slight benefit to steel consumers, as any such change along these lines merely serves to relieve the firm upward tendency. Producers claim that manufacturing costs have been climbing especially on such items as pig iron, coke, coal, and so on, therefore any relief in transportation costs will be welcome. While no development of this nature is immediately anticipated on domestic markets, it is pointed out that the extent of the southern primary steel centres is usually reflected in local conditions. Meanwhile the following price levels are still obtainable on the domestic market:

IRON AND STEEL—	
Mild steel bars, base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 00
Spring steel	6 00
Sleigh shoe steel	2 85
Hoop steel	3 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

FIRM PRICE TREND ON BOLTS AND NUTS

Toronto.

Reflecting the firmer tone in many manufactured steel products is the recent report from Pittsburg that one large producer has announced a boost of between five and ten per cent. in prices on bolts and nuts. These advances particularly refer to carriage and machine bolts and nuts of all kinds. Other producers of these lines are expected to follow this lead and the new higher levels become generally adopted in the south. Whether this tendency will be reflected on domestic markets is stated as problematic, but any such change undoubtedly tends to firm up the current situation.

LOWER PRICES RECORDED ON WOOL PACKINGS

Toronto.

A reduction has been announced in wool packings, these products now being quoted at the following revised levels for the different grades.

Arrow, 24 cents per lb.; Axle, 20 cents, and Anvil, sixteen cents per lb.

NEW DISCOUNT LEVELS ON AMERICAN SHELLS

Toronto.

A revision has been announced in the discounts on certain makes of American ammunition, thus lowering the quotations on these lines. The new discount levels, applying to the American lists, are included on the current market quotation pages.

HIGHER PRICE ON BRASS AND COPPER TUBING

Toronto.

Advanced price levels are recorded on brass and copper tubing, the increase being two cents per lb., while an advance of one cent per lb. is announced on brass sheets and copper rods. Other finished products show no further variation in quotations, a firmer tendency however, having developed due to the recent trend in the primary copper markets where this metal has a stronger tone combined with certain price gains. The development in this direction was outlined in last week's issue of Hardware and Metal. Following are the revised quotations on copper and brass, rods, sheets and tubing:

BRASS—	
Sheets, base, per lb.	0 22
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 19
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 29

FIRM TENDENCY IN TIN PLATE MARKETS

Toronto.

The tin plate market is still described as strong, although production is now rated at slightly lower than formerly. This movement on the part of producers, however, is stated to be generally attributed to the uncertainty of the coal strike's effect upon the future market trend. The interest in prospective prices is fairly strong, in view of the fact that production costs are said to be advancing. This difference, however, has resulted in the practical elimination of shading and prevailing price levels are reported firm, on both primary and domestic centres. Whether this situation will remain apparent, however, is described as dependent upon the current demand for these products, combined with the trend of virgin metal, which has lately been fluctuating.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

ANOTHER INCREASE IN QUOTATIONS ON SHEETS

Toronto.

As pointed out in recent market reports contained in Hardware and Metal, the firm trend in sheet circles generally, indicated higher price levels in the near future. This change has now developed, local quotations being generally advanced another ten cents per 100 lbs. this week.

The current demand for galvanized sheets is well illustrated by the fact that producers are taking orders for six weeks delivery, and some commitments are reported for even later dates. Prices are exceptionally firm, and the tendency in this direction is noted in a recent report from American centres where a further advance has been announced in sheet quotations of from $2,000 to $3,000 per ton. This action is expcted to spread and become generally adopted in southern circles. While there continues to be apparent a brisk demand for steel items, the opinion is expressed that production by the mills is well ahead of actual consumption, although buyers are booking ahead and the ratio of output is increasing. Manufacturing consumers and other interests are gradually replenishing stocks. This condition in general has resulted in the steel market as a whole having gained sufficient momentum to carry it through the proverbial dull summer season with relatively improved prospects. Prevailing sheet quotations follow:

BLUE ANNEALED—		
10 gauge, base	3 60	4 10
12 gauge	3 65	4 15
13 gauge	3 70	4 20
16 gauge	3 75	4 25
BLACK—		
18-20 gauge	4 15	4 65
22-24 gauge	4 20	4 70
26 gauge	4 25	4 75
28 gauge	4 35	4 85

Charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 85	6 35
22 gauge	6 40	5 90
18 and 20 gauge	6 25	5 75
	Premier and	Apollo
10¾ oz.	6 10	6 60
U. S. 28 base	5 70	6 20
U. S. 26 base	5 40	5 90
22 and 24	5 25	5 75
18 and 20	5 10	5 60
16	4 95	5 45
12 and 14	4 80	5 30

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

FAIRLY GOOD SEASON RECORDED FOR CEMENT

Toronto.

A brisk demand for cement is now generally reported, with improvement having been noted for export requirements for this product. The domestic market records a moderate degree of activity, but lack of road making has tended to restrict what might otherwise have been an extensive call for cement. Heavy construction work requiring large quantities of cement is also more or less spasmodic. However, producers report a fairly active season, with production around fifty per cent of capacity, as compared with 40 per cent during the year 1921. Following are unchanged price levels:

CEMENT—Car load lots.	Toronto.
Per barrel	$3 70
Less Car Load Lots—	
Per barrel, f.o.b. yard	4 30
Per barrel, delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate of 20 cents for empty bags.

NEW PIECE LIST ON MALLEABLE FITTINGS

Toronto.

As outlined in a previous issue, malleable fittings are now quoted at the new piece list with discounts, instead of at the pound list as formerly. The revived quotations are effective from June 1, and the discount is seventy-five per cent., as forecast in Hardware and Metal, when the announcement regarding this change was first made. The movement of these products is now stated to be on a more satisfactory volume, such activity being attributed to the current requirements of construction circles. Following is the list of prevailing quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do., long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

New piece list, adopted Jun el, 1922. Discounts 70 and 5 per cent.

LOOK FOR SETTLED CORRUGATED MARKET

Toronto

With the announcement of higher prices on flat galvanized sheets and the stronger tendency in steel markets generally, hope is still held out by distributors of corrugated sheets that the market in these products will now resume more settled conditions. A brisk demand is evident for the lighter gauge of corrugated at this season, while extra discounts are still being given according to the specifications for orders covering heavier gauges. While the nominal list remains unchanged, with the official discount at ten per cent. this condition has prevailed during the recent weeks. As stated above, however, distributors look for an evening up in the general situation consequent upon the improvement in the steel industry, combined with seasonal market activity, and the resumption of uniform levels is looked for. Following are current nominal quotations:

CORRUGATED SHEETS—	Per 100 Sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins. 75 cents per sq. extra.

GRADUAL IMPROVEMENT IN MOVEMENT OF SOIL PIPE AND FITTINGS

Toronto.

Some gradual improvement during recent weeks is reported by manufacturers and distributors in the current movement of soil pipe and fittings. Conditions generally are beginning to "open up," as one dealer described the situation but it was further pointed out that there remains lots of rooms for betterment in this direction. There has been no change in quotations. The variation in discounts between local and eastern centres has now been practically eliminated. With the activity now apparent, a more uniform domestic basis is generally anticipated. Following are prevailing discounts on these products:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

HIGHER PRICES AND FIRM TONE IN SCRAP

Toronto

In sympathy with primary scrap markets, copper scrap is being held strongly by dealers and producers alike and advanced price levels are noticeable. All grades with the single exception of heavy yellow, are advancing and dealers with any accumulation are now holding for higher prices. As high as 12.00c has been bid for copper wire. The white metal division has not shown any change worthy of note.

Cast iron is still advancing, in sympathy with the pig iron movement, and it is difficult to surmise where this movement will lead. Heavy melting steel also is strong, and there has been an advance in price. Borings and turnings are being freely exported.

Rubber scrap, however, still remains in precisely the same condition, with practically no business being done. Following are the local average quotations for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	14 00	15 00
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	7 00	7 50
Agricultural malleable	11 00	12 00
Railroad malleable	12 00	13 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	11 00	12 00
Standard car wheels	14 50	15 50
Scrap Metals		
Heavy copper and wire	10 50	11 50
Light copper	9 00	9 75
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 50
Heavy lead	4 50	5 00
Tea lead	2 25	2 75
Scrap zinc	4 25	4 75
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

INTEREST IN METAL NOW SHOWS INCREASE

Toronto.

The element of outstanding interest in the ingot metal markets is the firm trend in lead, with slightly more interest in copper and spelter. No price developments have been announced on domestic centres, however, the recent changes on southern primary markets generally being of a minor nature and not of sufficient extent to reflect locally. Tin consumption is on the increase but production of this metal renders current stocks a detriment. Copper is reported with slightly more interest, while recent purchasing of aluminum by the automotive industry has caused a momentary spurt in certain market quarters. The brisk call for galvanized products at this season naturally reflects in the demand for spelter, although commitments are moderate.

COPPER.—Recent buying of copper is reported to be less active, but the general tone of this metal is described as firm. Southern centres record a strong tendency with higher prices, but this development has not yet appeared on the domestic markets, current trading still being moderate, with the quotation of 17 cents available.

TIN.—Statistically this metal leaves much to be desired. The visible supply of tin is described as too extensive to formulate a healthy tone to the market, and while there is reported to be a noticeable increase in consumption, production also keeps merrily on. It is therefore calculated that consumption of tin will have to continue right along at the present level in order to absorb the current output, without reducing the stocks on hand. Local prices remain at 35 cents.

LEAD.—Lead is again the strongest metal in this group, with some price advances having been recorded in southern primary centres. The market tone is described as firm, with offerings limited in quantity. It is not yet apparent whether the general situation warrants higher prices, however, and domestic quotations continue to be in evidence at a previous level of $7.00.

SPELTER.—The spelter market has registered some degree of improvement, but not to the same extent which has characterized lead. Purchases are in small amounts, recent reports noting that galvanizers are conservative in their commitments, probably owing to the coal strike. The general market tone is firm, with domestic quotations remaining at $7.25.

ANTIMONY.—This metal is stated to be colorless and generally uninteresting. The undertone has recorded little variation, while prices are also unchanged. The previous range of 6 and 7 cents, remains the average local price level.

ALUMINUM.—The recent sale of more aluminum to the automotive interests in southern centres, naturally produced a brighter trend in these markets. The usual degree of improvement in aluminum at this season of the year is attributed to manufacturing requirements of the motor industry, but current prices have not changed, and there is no marked development in the average tendency. Domestic requirements are dull, with prices at 20 and 21 cents.

London Markets

LONDON, June 1.—A larger number of price reductions appear on the current hardware markets, such revisions including heavy coil door springs, square tower bolts, hammock hooks, and the Red Devil line of electrician's bits. Many of the Taylor-Forbes products also record new prices ranging from five to twenty per cent. lower, the list covering such lines as door pulls, drawer pulls, hat and coat hooks, door holders, harness hooks, chest handles, clothes line reels, saw sets and hog ringers. Current business in this district is reported exceptionally good, practically all summer goods being in brisk demand.

LOWER QUOTATIONS ON TAYLOR FORBES LINES

London, Ont.

A number of lines manufactured by Taylor Forbes Co., of Guelph, take new lower prices ranging from 5 to 20 per cent. The reduction is provided for by new lists, the discounts remaining as formerly.

The lines affected include some numbers of door pulls, drawer pulls, door holders, hat and coat hooks, harness hooks, quilt frame clamps, chest handles, hog ringers, clothes line reels, letter box plates, saw sets, etc.

RED DEVIL BITS ON REDUCED PRICE LEVEL

London, Ont.

The Red Devil line of electricians' bits now have revised lower quotations. New stocks are shown at the following reductions:

RED DEVIL BITS—

No. 2403 x 10-16, $9.00 doz. No. 2403 x 11-16, $9.50 doz. No. 2403 x 12-16, $10.25 doz.

EASIER QUOTATIONS ON SQUARE TOWER BOLTS

London, Ont.

Among the price announcements on the current hardware markets are square tower bolts, quotations on these goods being lowered to the following levels:

SQUARE TOWER BOLTS—

No. 305 by 6, $3.00 doz. No. 305 x 8, $4.25 doz. No. 305 x 10 $6.50 doz.

No. 307 x 6, $3.00 doz. No. 307 x 8, $4.25 doz. ..No. 307 x 10, $6.50 doz.

HAMMOCK HOOKS ALSO RECORD PRICE DECLINE

London, Ont.

Hammock hooks are reduced in price this week, these seasonable products having the following new quotations:

No. 128 With screw	75c doz.
No. 138 With Plate	90c doz.

FAIRLY BRISK DEMAND FOR LINSEED OIL

London, Ont.

Linseed oil continues to be in fairly brisk demand, although the total volume of business transacted was not so large as during the previous weeks. Prices remain at the higher level recorded last week, with a large number of inquiries evident.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

HAMMOCK CHAINS NOW IN SEASONABLE DEMAND

London, Ont.

Hammock chains are also numbered among the various hardware products now experiencing a seasonal demand. Prices on these goods follow:

HAMMOCK CHAINS—

1-0 x 3 ft. $3.50 doz. pair; 1-0 x 4 ft. $4.00 doz. pair; 1-0 x 6 ft. $4.80 doz. pair.

TURPENTINE INCREASE CAUSED BY SHORTAGE

London, Ont.

With turpentine stocks locally reported to be at a very low level, distributing interests are in a firm position as regards asking prices and another advance of five cents per gallon has been announced. This places the gallon price for one barrel lots at $1.40. Such a condition, however, is described as temporary, fresh shipments being on the way which are expected to relieve the situation.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 40
2 to 4 bbl. lots	1 39
5 gal. lots	1 45

ACTIVE MOVEMENT NOW RECORDED IN NAILS

London, Ont.

A brisk seasonable sale is at present recorded in both wire and cut nails. being attributed to the brisk activity in building circles, coupled with some recent indications of slightly higher prices. Local quotations continue at the following levels:

NAILS	
Wire, base	3 65 per keg
Cut, do.,	4 35 per keg.

EARLY ACTIVITY IN RUBBER LAWN HOSE

London, Ont.

Rubber hose is included among the warm weather lines now experiencing moderate activity. Many dealers report that lawn hose is moving nicely for so early in the season. Following are quotations at present in effect:

RUBBER HOSE—

3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.

4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.

5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.

Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.

Less 5 per cent. for 500 ft. reels.

RUBBER HOSE FITTINGS START SEASONAL TRADE

London, Ont.

In conjunction with the sale of lawn hose, may be noted more activity in rubber hose fittings. These products are making an early start this year. Current prices follow:

HOSE FITINGS—

Galvanized Hose Bands—½ in. 35c doz.; ⅝ in. 38c doz.; ¾ in. 38c per doz.; 1 in. 70c per doz.; 1¼ in. $1.35 per doz.; 1½ in. $1.65 per doz.

Brass Hose Couplings—½ in. $1.60 per doz.; ⅝ in. $1.60 per doz.; ¾ in. $1.60; 1 in. $4.25.

Brass Hose Nozzles—

Canadian Gem	$ 7 75 doz.
American Gem	10 50 doz.

SCREEN DOORS AND WINDOWS IN DEMAND

London

Screen doors and windows are now selling in fairly active quantities, the brighter weather having contributed to the movement of these lines. Following are quotations on the Sanderson-Harold make of screen doors and windows:

SCREEN DOORS—	
No. 1, per doz.	$18 60
No. 2, per doz.	22 40
No. 21, per doz.	28 00
No. 21½, per doz.	29 20
No. 24, per doz.	29 20
No. 8, per doz.	32 80
No. 9, per doz.	36 90
No. 28, per doz.	32 50

WINDOWS—Per Dozen.

No. 12, $3.50; No. 12½ $3.90; No. 1, $3.40; No. 13, $3.85; No. $4.10; No. 14½, $4.35; No. 15, $4.70; No. 16, $6.50; No. 2, $4.50; No. 3, $4.95; No. 4, $5.30; No. 5, $5.80; No. 6, $6.25; No. 7, $6.70; No. 8, $7.30; No. 9, 7.90; No. 10, $9.80.

HEAVY COIL DOOR SPRINGS ALSO REDUCED

London, Ont.

Lower prices are announced this week on heavy coil door springs. The revised quotations on these products follow:

No. 161, $2.25 doz.
No. 162, $2.75 doz.

Winnipeg Markets

WINNIPEG, June 1.—Among the current hardware market developments are noted reduced prices on the Sovereign line of stove pipe dampers, new discount levels thus lowering quotations on Thermos products, easier prices on wood butter bowls, while Globelite batteries also appear with lower quotations. An advance has been recorded in prices on Lunkenheimer valves. Turpentine is reported with a firm market owing to low stocks, while linseed remains at the recent higher levels, although flax seed is noted somewhat easier.

FIRM TONE EVIDENT IN TURPENTINE MARKET

Winnipeg.

Local turpentine stocks are described by distributors as exxceptionally low, and these conditions culminate in the prevailing situation, which, it is stated, can hardly be relieved until new arrivals appear on a more extensive scale at primary and local centres. Trade is

very active and the heavier demand strengthens the undertone. The prevailing price is $1.45 per gallon in barrel lots.

NEW DISCOUNT ISSUED ON THERMOS PRODUCTS

Winnipeg.

Through a revision in discounts, the quotations on Thermos products are lower. Following are the new discounts.

THERMOS PRODUCTS—

Thermos Bottles, 25 and 10 per cent. Fillers for same, 25 and 10 per cent. Thermos Carafes, 25 and 10 per cent. Thermos carying cases, 25 and 10 per cent. Thermos Kits, 25 and 10 per cent.

EASIER QUOTATIONS ON WOOD BUTTER BOWLS

Winnipeg.

A reduction in prices is recorded on wood butter bowls. Following are the revised levels:

WOOD BUTTER BOWLS—

13 in., $6.95 per doz. 15 in., $10.40 per doz. 17 in., $17.40 per doz. 19 in., $26.00 per doz. 21 in., $34.80 per doz.

GLOBELITE BATTERIES SHOW PRICE REDUCTION

Winnipeg.

A revision of discounts on Globelite batteries renders the quotation a trifle lower. They are now quoted at 35 per cent. off list prices.

STOVE PIPE DAMPERS HAVE EASIER PRICES

Winnipeg.

A slight reduction in prices has been quoted this week on Sovereign stove pipe dampers. Following are the revised prices:

6 in. $1.70 a doz.; 7 in. $2.10 a doz.

HIGHER QUOTATIONS ON LUNKENHEIMER VALVES

Winnipeg.

Through a revision in discounts, Lunkenheimer valves are higher in price. Following are some of the revised discounts:

LUNKENHEIMER VALVES—

Renewo, Globe and Angle, 20 per cent. adv. Ferrenewo Globe and Angle, 20 per cent. off. Horizontal check, 9 per cent. off.

HIGHER PRICE REMAINS ON LINSEED OIL

Winnipeg.

The recent increase in linseed oil still remains firm and there is no indication of any further revision, although flax seed is a trifle easier. Unchanged prices are:

Raw, $1.20 per gal.

Boiled, 1.23 a gal in barrel lots.

STRONGER ELEMENT NOTED IN LEAD PRODUCTS

Winnipeg.

Although local prices have not changed on lead products, there are indications that a stronger tone is evident on primary metals utilized in the production of these goods. Current prices are as follows.

LEAD PRODUCTS—

Sheet lead, 10¼c lb. in full rolls. Bar lead, 8¼c per lb. Pig lead, 8c. per lb. Block lead, 8¼c per lb.

Distributors of turpentine report higher price levels, this revision being attributed to shortage of this product, both on the domestic and primary markets. With stock of a moderate nature, the increase in the consuming demand finds supplies inadequate, with the addition that shipments at present on the way are well booked ahead. Until fresh receipts at southern producing centres are on a more extensive scale and quotations consequently easier, the local market trend is expected to remain firm. On the other hand, this condition is generally looked upon as more or less of a temporary nature.

In sporting goods there has been a heavier spring sale than usual. This has not been on account of the lower prices in some lines but to greater activity in several of the local organizations. Retailers have had a good early spring trade in fishing tackle and kindred lines although weather conditions have not been any too favorable.

General activity is reported in paint cirles, the weather in the past few weeks being ideal for painting purposes. "Up to expectations," and "better than last season," are expressions given by dealers in describing present business. Mail and other rush orders are forming a good part of the present trade, such as was the case during the active period last year. Retailers actively supporting clean-up and paint-up campaigns, generally report commensurate results from educational efforts of this nature, backed up with forceful sales policies.

Hamilton Markets

HAMILTON, June 1.—The recent introduction of the budget shows a number of interesting tariff revisions under which reductions are made either in the British preferential or general tariffs, or in both, on such hardware lines as tool, wrought iron tubing, gasoline, enameled ware, certain hollow ware, harness, clothes wringers, and pump parts. In practically each case the changes have been along the line of encouraging British trade, this evidently being due to the fact that the great bulk of trading in such lines in the past has been with other countries.

Decidedly warmer weather experienced during the past few days has had the effect of inducing the movement of seasonal hardware lines. This includes such products as refrigerators, ice-cream freezers, lawn mowers and garden tools of all kinds. Spring activities which have been somewhat delayed by backward weather tendencies, are now in full swing, and retailers are reporting the effects thereof in improved sales activity. The building in the suburbs, which is keeping up steadily, has resulted in a brisk market for builders, hardware and other numerous household lines.

Ratio of Steel Consumption

An improvement in general business conditions is also noticeable, orders being larger and more numerous. Screen doors and windows, screen wire cloth, prepared paints, wire fence, poultry netting, are also numbered among the best selling seasonal lines. Keen competition is again evident in iron and steel, and there is still a variation in local quotations on such products, although a slight improvement in this direction has been recorded during recent weeks. Other lines such as corrugated sheets, wrought piping, bolts and nuts, eavestrough and conductor pipe, are reported as firm, with the advances being made in certain virgin metals, having apparently produced a strengthening effect on lead products generally.

The steel market still presents an appearance of great strength, yet there is some room for doubt whether this degree of prosperity will really continue. The average lines of steel consumption outside of freight car building, structural steel construction, automobile and truck manufacture, do not present the appearance of actually consuming at a similar ratio to which steel is now being produced, according to latest estimates by certain students of the industry. The obvious conclusion, therefore, is that certain buyers and distributors have been replenishing stocks and will not require as heavy deliveries of steel products later on in the season, unless the general ultimate consumption increases still further.

Pittsburg Markets

PITTSBURGH, June 1.—The steel market has grown still quieter in actual turnover, but has lost no strength, as producers are well sold up and are assured of as full operation as physical conditions will permit for a couple of months or longer.

Whether buyers would continue to purchase now, for later deliveries, if they had the opportunity, is an open question. The opportunity is lacking in most cases, for some mills have not opened their order books for third quarter business, having been deterred from doing so by uncertainties as to ability to produce if the coal strike continues beyond the next couple of months. They are also doubtful whether all the buying tendency at present rests upon the solid foundation of requirements. In other words, the mills are afraid of there being speculative buying, for consumers are now as anxious to buy as they were a few months ago to refrain from purchasing.

Steel ingot production is now running at about 38,000,000 gross tons a year, against 35,000,000 tons April 1, and 20,000,000 tons last December. The present rate is practically double the actual production in 1921, and falls only a few per cent. short of the production in 1920, when there was a strenuous demand for the major part of the year.

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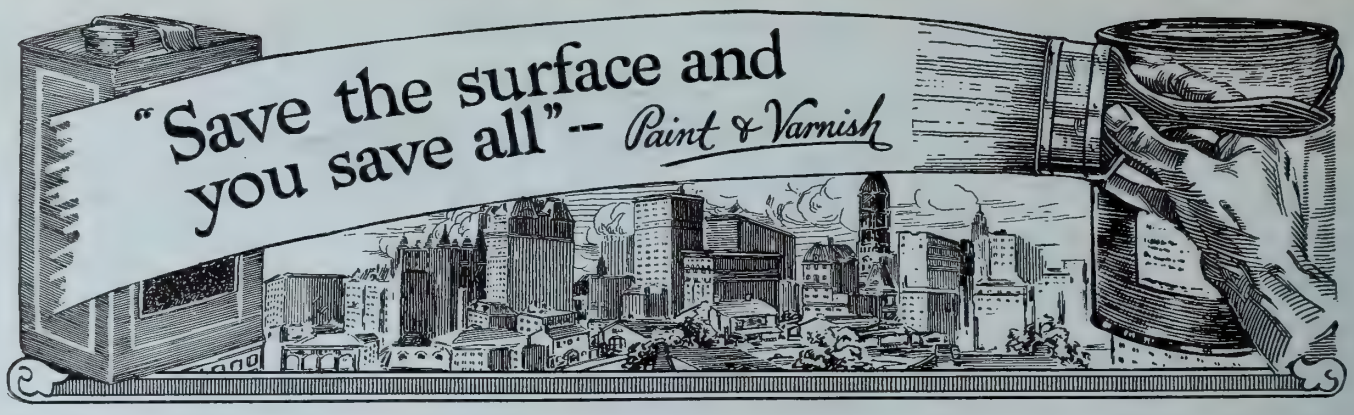

Important Pointers For Paint Salesman

Learning the Csutomer's Requirements Enables the Salesman to Recommend the Right Goods for the Purpose—Conditions Which Should Be Avoided to Secure Best Results in Painting—What Affects the Durability of Outside Paint

A SALESMAN should learn as much as possible about the condition of the surface and how the goods are to be applied and what the buyer expects before he makes his recommendations.

The buyer sometimes knows exactly what he wants, or thinks he does. The salesman should be an adviser and guide to the buyer wherever it is good policy to act in this way.

If the goods go wrong he will be blamed whether he advised or not, but he can avoid trouble by selling the right thing for the purpose. For example, don't sell oil paint for use over a surface that has ever been painted with an asphaltum or a tar paint, for it will not adhere satisfactorily. Sell the same kind that has gone on before—it will give better satisfaction and cost the buyer less.

Don't sell the paint to be used over rusty, greasy or wet surfaces; or where old paint is peeling, cracking, blistering or tacky, without warning the buyer of the likelihood of bad results and recommending that the surface be properly prepared.

Our entire course of instruction is for the purpose of teaching the salesman what to sell and how to sell and to put him in a position to know what causes trouble and how to avoid it.

What Affects the Durability of Outside Paint?

Many things affect the durability of paint and they are first, ingredients of the compound (for paint is a compound); second, the surface upon which it is applied; third, the manner of its application; fourth, the consistency; fifth, the exposure to which it is subjected, and sixth, the thickness of the paint film.

Although among manufacturers much thought has been given to the question of the proper ingredients of a paint, painters who distrust the prepared paint of even the most reputable of manufacturers and are careful to buy the best of material, are often strangely indifferent as to the quality of the driers they buy and it seems to be the rule among them to buy a cheap liquid drier and to use large quantities of it. The driers of this character consist of from 90 to 95 per cent benzine, the balance being resin and manganese. It follows that when a drier of this character is used the durability of the paint is seriously decreased.

"The Life of the Paint is the linseed oil it contains," is what we frequently hear about paint, and it is true. Except that of recent years, Chinese wood oil has been found valuable in some kinds of paint.

Anything also which will impair the ability of the oil to withstand the action of the elements and rob it of its power to bind together the particles of pigment incorporated in it must be avoided if possible.

There are many things which injure linseed oil that are of necessity combined with it.

One of the necessary evils is drier.

Linseed oil will dry naturally, but this occupies too much time to be practical under ordinary circumstances, therefore driers are added to hasten the operation. The drying of the oil is an oxidation of it. By the incorporation of a drying agent, the oxidation is carried on more rapidly.

Many drying agents continue their action long after apparent drying has ceased and a slow combustion is going on continuously which accounts for the gradual deterioration of the paint film.

Many of the pigments used to make paint are also injurious in their action on the oil. The most actively injurious paint pigment used in painting is red lead which is so powerful an oxidizer of oil that one pound of it will oxidize or dry a gallon of oil in 24 hours. As ordinarily used, 25 pounds of red lead is mixed with a gallon of oil which is enough lead to dry 25 gallons of oil satisfactorily. In view of this fact then we would suppose that the paint would be of no value whatever, if the oil is the life of the paint. But the fact is that red lead paint is a satisfactory paint for some purposes, particularly where it is in constant contact wtih water as on ships' bottoms, floating tanks and buoys. Why is this? It has been found that linseed oil is not a good water resistant and that if used by itself with such pigments that have no action on it, it becomes soft and porous under the continued action of the water. Therefore the action of red lead with linseed oil is not as objectionable as seems at first thought, for although it rapidly oxidizes the oil, it changes its character in such a way that it becomes, when combined with red lead, another article and the union of the two forms a lead cement, having, it is true, little or no elasticity, but on the other hand, extreme hardness which enhances its ability to withstand the contact and friction of the water.

On the other hand linseed oil and red lead do not make an ideal paint for atmospheric conditions because its inelasticity causes it to crack instead of accommodating itself to expansion and contractions of the surface to which it is applied for it is rarely used except on metal structures. The cracks allow moisture to penetrate to the steel and corrosion sets up. Then, too, its color is objectionable and it is usually covered with paint of some other color. There seems to be no advantage in using red lead except in places that are to be under water.

There are a number of objections to the use of red lead, to-wit:

It is difficult to apply satisfactorily, it does not go on uniformly, it settles very rapidly in the paint pot, it will not

(Continued on page 56)

SERVICE

CONFIDENCE

FAIR DEALING

LIKE EYELIDS, LIKE HANDS

Like feet, like the upper and lower teeth, we are made for co-operation. Just as elements, and things compounded of elements, are dependent upon each other, so, men and their creations are interdependent. Without the co-operation of sunshine and rain the flower and fruit must perish—as must man and his structures, deprived of the assistance of other men and their inventions.

Beginning with nature, and observed throughout every system in the universe, we find in co-operation the seeds of all that makes for an even, natural and healthy progress. A little thought will bear out this truth. Yet, the term is regarded by many as a hackneyed commercial phrase having no virtue in its application.

Misused, abused and misrepresented, there is all the more reason to respect it, for the greater the importance of a term the greater its popularity among the careful and careless alike. If you could but sense the wealth of possibilities contained in the *practice of co-operation*, and help your associates to grasp the significance—each, and the community at large, would, through compliance with a law of nature, harmoniously and mutually benefit.

This is not a sermon. It is the Advertisement of a Paint Manufactory whose signal success springs from a policy of basic business principles—among which *Co-operation*—from Porter to President—is pre-eminent.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered

IMPORTANT POINTERS FOR PAINT SALESMAN

(Continued from page 54)

"cover" well and it is a very expensive paint.

Certain pigments are more durable than others for painting purposes. This is owing to their being neutral in combination with linseed oil. Other things being equal, a pigment having no chemical action on oil is the best.

But to obtain the shades desired it is necessary to use some of these objectionable pigments. We have, therefore, sacrificed some of our durability in order to obtain beauty in color.

Having a paint composed of the proper ingredients combined in the best proportion to insure greatest durability, the next thing to consider is the kind of surface it is to be applied upon, for this will exert considerable effect upon the durability.

If we have an absorbent surface the liquid of the paint will be quickly absorbed, leaving the pigment on the surface without as much binder as it should have to insure greatest durability. Additional liquids should be added in paint to go on absorbent surfaces.

If, on the other hand, the surface is smooth sheet iron, clean and free from rust and millscale, the same kind of paint can be spread over a much larger area because there is no absorption of the liquid. Care, however, must be exercised to avoid spreading the paint out too thin or to leave it lay on the surface too thick. Some makers of paint for metal surfaces advertise the great spreading capacity of their goods and advise the spreading of one gallon over 1,000 to 1,200 square feet of surface. This may seem a good point to the consumer, but he must consider the probable durability of a paint film as thin as tissue paper. For greatest durability a paint film should be at least twice as thick as that and no attempt should be made to spread a gallon over 450 square feet of surface one coat.

To the unthinking a paint is valued at its cost per gallon. To those who can see a little further, a paint is valued not per gallon but by costs per square yard or the finished job. Those who inquire still further, look into the durability of the paint and realize that the paint that puts off for the longest time the necessity for repainting is the best and cheapest.

We wish to emphasize this point. A paint film can easily be too thin to afford maximum protection.

The usual limitations placed upon paint is that so long as it hides the surface satisfactorily, it can be spread as far as it can be brushed out. We think this is a great mistake for there are two classes of paints that cannot be so treated with best results from the standpoint of durability. First, there are those dark paints which possess such splendid hiding power that they can be brushed to the furthest limit. We will consider the second class a little later.

Let us take for example one of the red oxide or the graphite paints, which come in the first class. It is possible to spread them out so thin that the coat will be less in thickness than tissue paper and it is unreasonable to expect a paint film as thin as this to afford maximum protection. If four or five coats are applied of this thinness the results would be very satisfactory, but the labor cost would be too great to make this proposition one to be considered.

We are then brought back to the question, "How much surface to the gallon of paint?" and qualify it by adding "and to obtain greatest durability?" In our opinion for one coat work on metal or wood a gallon of paint should not be spread over 450 square feet per coat for maximum protection no matter what its color or body.

The second class referred to above are those colored paints that will not cover or hide the surface satisfactorily if spread as thin as the dark paints.

The tendency is to apply these paints as heavy as possible in order to hide the surface; this results in being impaled upon the other horn of the dilemma and we have a paint film too thick to dry satisfactorily and one that is sure to give trouble sooner or later in peeling, cracking, chalking or scaling. It makes an unsafe foundation for subsequent coats of paint and is altogether unsatisfactory.

No matter how deficient in power to hide, such a paint should be brushed out to as thin a film as those that hide perfectly with one coat and enough coats be applied to hide the surface to the satisfaction of the painter. It is unreasonable to expect a light colored paint to cover as well as a dark paint.

No one should yield to the temptation of attaining covering at the expense of durability by applying paints relatively poor in covering qualities in heavy coats nor on the other hand, should they apply paints relatively strong in covering power in coats too thin for durability.

There are limits then on either hand beyond which it is not safe to go, and care and judgment must be exercised by the painter to keep within bounds.

H. S. Van Scoyoc, Canada Cement Co., was elected president of the Montreal Publicity Ass'n. for the coming year at the annual meeting last week.

Turpentine Prices Highest of Season

Another Advance Recorded in Domestic Turpentine Quotations Adds to the Numerous Announcements of This Nature Recorded During Recent Weeks—Rise Attributed to General Shortage Combined With Increasing Consumers' Requirements.

RECENT repeated advances in turpentine quotations reflect the development of a more or less unusual situation in this product, which is evident in both southern and domestic centres. Reports from producing circles indicate that the present strong position of turpentine is the result of a combination of circumstances, included among which are such factors as increased foreign demand, similar insistent calls from consumers in practically all market centres, the uniform late crops and a distinct shortage of reserve supplies both in the hands of producers and distributors. Consequently turpentine on the domestic markets has recorded a number of price advances during the past few weeks, with the latest movement in this direction bringing prices to the highest level that has prevailed for some considerable time.

How long this condition will remain is problematical, but it evidently depends upon the consistency of consumer's current requirements, combined with the ratio of new receipts in production localities. At present, the demands are reported larger than the volume of fresh supplies, thus rendering the replenishment of stocks a difficult problem. Domestic distributors also record some delay in the arrival of recent shipments from the south, as supplies are experiencing a brisk call from various quarters. Shipments en route are therefore described as well booked ahead, a condition which is expected to be apparent until larger supplies of turpentine are available on southern markets.

It was confidently expected that the tone of the markets in general would have been somewhat easier by this time, and that prices would have slightly sagged consequent upon the arrival of the new crop in larger volume. On the contrary, however, southern quotations have registered further advances, which trend has been reflected in domestic price levels. While quotations a few cents lower than the average are still noticeable in certain quarters, the ability of distributors to supply prompt requirements is doubted, as it is a well-known fact that stocks are practically depleted.

Turpentine prices on southern producing centres have been fluctuating during the past few days, but as soon as any number of sales are consummated, the natural result is to move the prices upward. It is reported that current receipts are running at a higher level than at this period last year, but everything reaching the market is apparently badly needed by consumers, and with stocks failing to accumulate, the strength continues remarkably evident. With the heavier movement of the crop later on, it is stated that some temporary price developments are naturally looked for.

Stock this new

Stephens'
REGISTERED TRADE MARK

Product

Stephens' Shingle PAINT

REGISTERED TRADE MARK

Stephens' Shingle Paint has been specially formulated to meet what is actually and literally a long felt want—a satisfactory covering for *old* shingled surfaces.

For *new* shingles STAIN is the accepted and proper treatment, the one which should be applied. But when shingles become old and weather-worn, spongy and absorbent, stain is not so satisfactory. Painters find it impossible, even with two or three coats, to impart the sheen of a new job—nor can the color be changed.

Stephens' Shingle *Paint* is what is wanted for these old shingles. One coat does the work—imparts and holds any color—doesn't soak in. It overcomes the natural limitations of stain where *old shingled surfaces* are concerned. Not a stain but a true oil paint specially blended after exhaustive research to spread thinly, cover maximum surface, enhance the natural charm of shingles and give lasting protection.

JUST WHAT OLD SHINGLES HAVE BEEN LOOKING FOR

A cover that colors—goes on easy—looks well when done—and lasts!

As soon as your customers know about Shingle Paint, they'll ask for it.

Ample stocks for prompt shipment from Winnipeg, Calgary, or Edmonton.

In Barrels, 5 Gals. and Gallons

SEVEN COLORS

Tile Red
Persian Red
Arabian Brown
Acorn Brown
Grass Green
Venetian Green
Black

Wire us to ship you a sample assortment and get in on this trade before spring painting ends

G. F. STEPHENS & CO. LTD.

PAINT AND VARNISH MAKERS

WINNIPEG CALGARY EDMONTON

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Weekly Paint Markets

Montreal

MONTREAL, June 1—Turpentine again offers the feature of the paint markets, quotations registering a further advance of eight cents per gallon. Available stocks of this product are still very light, the shortage during the past week becoming more acute. Although partial relief from this situation was expected during the week, fresh supplies from the South have failed to make their appearance up to the present. Importers, however, state that supplies are on the way and some relief at least will be found within the next few days. It is still thought questionable whether earlier shipments will be ample to cover requirements. Stocks in the South are still light for the season, with receipts comparatively small for the present active demand. Linseed oil prices remain at former prices with the undertone of this market still in a strong position. Although flaxseed prices fluctuated slightly during the week, little or no effect was felt on oil, the present active demand said to be sufficient to offset any easier tendency from this direction. Shellac prices are increased in some quarters because of firms having to enter the market for fresh supplies. Other dealers are maintaining former quotations, thus a variation in prices again exists in local market. White lead in oil is seasonably active, with the market firm and in a more settled state than was more than evident a few weeks ago.

FURTHER ADVANCE IN TURPENTINE PRICES

Montreal.

Local turpentine stocks are still at a very low level, and the market is again featured this week by a further advance of eight cents per gallon, bringing present quotations to $1.35 in one barrel lots. It is noted that certain distributors are still off the market, because of no supplies on hand. The shortage has gradually become more acute, and at the present time other markets report inability to meet demands. Some relief, however, is said to be in sight and shipments from the South are expected within the next few days, after unexpected delay.

Although slight fluctuations have occurred during the week, the undertone of the market in the South is still reported firm with fresh supplies not coming in as readily as anticipated, and a brisk seasonable demand. The market at primary centres is also short of spot stocks, and for this reason it is thought questionable whether early arrivals to this market will be ample to meet the turpentine already sold. "In any case, there is every indication of firm prices for a few weeks to come," said one local importer. Following are revised quotations:

TURPENTINE—	Imp. Gal.
1 barrel lots	$ 1 35
2 to 4 barrel lots, per gal.	1 34
Broken lots	1 45

ACTIVE SEASONAL DEMAND FOR LINSEED OIL

Montreal

Changes in the linseed oil markets during the week have been few, quotations remaining unchanged, with a strong undertone still evident. Flax-seed quotations fluctuated slightly, following the trend of other grains, but little or none of the previous strength has been lost. It is felt that the linseed oil market is still strong, and will in all probability remains so while demand continues good. Underlying factors in the market are unchanged, and warehouse stocks are still being taxed with heavy shipments for present consumption. Local crushers report an active oil market, sales continuing in satisfactory seasonable proportions, and although a quotation of two cents lower is given, following are prices most generally quoted:

LINSEED OIL—	Raw.	Boiled.
8 to 5 barrel lots, per gal.	1 08	1 10
1 to 2 barrel lots, per gal.	1 10	1 12
Less barrels, add 10 cents per gallon.		

SATISFACTORY TRADE IN WHITE LEAD IN OIL

Montreal.

Corroders describe the movement of white lead in oil as active, in keeping with the present busy paint season. Sales in the past weeks have been particularly heavy, and stocks in some quarters have been taxed considerably. With favorable weather continuing for the next month or six weeks, a satisfactory season is anticipated favorably with last year. The undertone of the market remains firm owing to the strong disposition of lead in primary markets, and linseed oil. One manufacturer stated that higher quotations would, in all probability have been announced a few weeks ago if a certain amount of unsettlement among distributors had not existed. However, an improvement in this connection is now felt and a more settled feeling is expected during the remainder of the active season. Prevailing prices remain at $12.00 in five ton lots, $12.75 in one ton lots and $13.10 in less quantities.

VARIATION IN LOCAL SHELLAC QUOTATIONS

Montreal.

Local quotations on shellac again show a considerable variation, certain firms further advancing prices while others are maintaining former levels. The reason for this, as pointed out by a local distributor, is that quotations locally have remained at a lower level than was warranted by market conditions, because of stocks on hand. It was not necessary to enter the market, which has been very strong recently, and resale prices have remained unchanged. As demand is now seasonably active, stocks are becoming depleted in some quarters thus forcing dealers to buy at prevailing prices. There is an indication that a general price advance will be made in the near future, but following quotations are still given:

Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs.	5 40

Toronto

TORONTO, June 1.—The apparent unsettlement of a further increase of five cents per gallon in turpentine prices, provide the feature events in the current paint market reports. Local glass price levels are nominally unchanged, but a discount off the box list is recorded in eastern markets, with the local tendency pointing in a similar direction, although many glass distributors point out that the bulk of outside buying for this portion of the season has already been done, and therefore quotations should be steady. Easier freight rates on imported window glass, combined with a weakening in the franc rate of exchange, are some of the elements contributing to this situation, which shows signs of spreading to other centres.

Turpentine occupies an unusually strong position, local stocks being exceptionally low, and a scarcity of the product being generally recorded on both primary and domestic markets. Producing centres record higher prices, consequent upon the brisk demand and the fact that fresh receipts are still behind the volume of requirements from domestic and outside markets. Local distributors state that fresh shipments are slow in arriving, and thus supplies are well booked ahead. Added to this situation is the rise in prices recorded at southern points, although some fluctuations were noted earlier in the week.

Muresco--The best wall finish.

Moore's House Paint—of pure linseed oil gives complete satisfaction.

Moore's Floor Paint—"Can't be beat for under feet."

The Moore Line

Tile-Like—A varnish and stain combined.

Mooramel—a perfect flooring enamel.

Sani-Flat — A non-poisonous flat oil paint.

Dealers say the Moore line sells readily because of its established popularity with the users. For the reputation largely established — and maintained — by Muresco, has been supported by the service rendered by the rest of the Moore products.

Muresco Brush—of Rubberset manufacture. In every way worthy of Muresco.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

"Save the surface and you save all" Paint & Varnish

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LINSEED TONE EASIER OWING TO SEED PRICES

Toronto

Linseed oil prices generally remain unchanged locally, with a fairly strong undertone owing to the current brisk trading in this product. While flax seed prices fluctuated during the past few days, and are now noticeably weaker, this move is described as not of sufficient extent to immediately affect oil quotations. It is noted however, that prices a few cents per gallon lower than the average are obtainable on both raw and boiled linseed, but such figures are not uniform. The flax seed market took a more or less sudden slump, but there was no apparent change in sentiment to account for this movement. Crushers are stated as not noticeably affected in their attitude towards the seed market, while the opinion is expressed that farmers may not be planting as much flax average this season. In conjunction there was recorded a slight falling off in the current demand for linseed oil, but distributors state that this is again fairly active and up to general expectations.

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrel lots	1 15	1 18
3 to 4 barrel lots	1 14	1 17
6 to 9 barrel lots	1 12	1 15

Less barrels, add 15 cents per gallon.

ANOTHER FIVE CENT ADVANCE IN TURPENTINE

Toronto.

Another increase of five cents per gallon in the local price on turpentine provides the feature of the current paint markets, as well as emphasizing the peculiar situation now evident in this product, both on southern and domestic markets. This change brings the average price to $1.45 per Imperial gallon in one barrel lots, with steel drum five cents lower. Prices a few cents less than this level have been recorded, but doubt is expressed as to whether any delivery could be made at the previous figures owing to scarcity of turpentine locally, a shortage which has not yet been relieved owing to the fact that shipments from the southern producing centres are delayed. The stocks at producing centres are still described as in a very low state for this season of the year, with current demands keeping well ahead of the fresh receipts. At this rate there is very little opportunity to secure stocks, and until the volume of the new crop shows a substantial increase, the firm market is expected to remain. Following are revised levels:

TURPENTINE—	Imp. gal.
1 barrel lots	1 45
2 to 4 barrel lots	1 44
5 gallon lots	1 60

Less than 1 barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

PRICE VARIATION ON GLASS MARKETS

Toronto.

Keen competition for current business is one of the primary elements in the window glass markets, which has resulted in the recent announcement of discounts on the box glass list in certain quarters. Eastern centres lead the way in this respect, it being pointed out that the re-opening of navigation thus tending to lower transportation costs on importations of glass, has played a prominent part in this development. While local distributors of window glass state that the domestic market is firm, with previous price levels unchanged, it is noted that quotations are generally inclined to more or less follow the direction of other competitive centres. The tendency is attributed to the heavier importations of Belgian glass, and in conjunction with the element of transportation costs, is noted the weakening of the franc. The exchange rate however has not suffered to any marked extent. Therefore, such factors are not yet generally evident at points west of Kingston, and no announcement regarding a change has been forthcoming locally. The demand for plate glass is described as brisk, requirements in the city resulting from building activity being very good.

SHELLAC MARKETS NOW DESCRIBED AS EASIER

Toronto.

In the shellac market, stocks have been easier during the last few days. No variation in prices has been recorded, but it is stated that deliveries have been more prompt than was recently apparent. Reports from primary shellac centres indicate that the demand for immediate requirements has eased off somewhat, with the general situation slightly easier. Importers of shellac are still apparently confident regarding the strength of the markets, however, and indicate that an increased demand is expected to develop during the ensuing months. It is inferred that some large consumers are inclined to await future developments, in view of the speculative trend in the Calcutta markets. Following are the average unchanged local quotations:

SHELLAC	White	Orange
In bbls	5 35	4 85
Gal. jugs	5 65	5 15
Yellow brass		0 05½

BRISK TRADE EVIDENT IN PREPARED PAINTS

Toronto

Marked activity is reported in paint and varnish circles, the weather during the past few days having been more ideal for painting purposes. "Up to expectations," "Better than expected," and "exceptionally busy," are some of the phrases used by manufacturer and distributors of paint and the allied products when discussing current trade conditions. Present business in these lines is composed of many rush orders, clearly demonstrating that dealers only stocked a moderate amount of such goods at the beginning of the season, but that with the active period now at hand, repeat orders in larger volume are apparent. Retailers actively promoting Paint-up campaigns generally report commensureate results from educational efforts of this nature, backed up with forceful sales policies.

PITTSBURG MARKETS

(Continued from page 53)

An interesting thing about the steel position, is that there is a very strong market when production is at the rate of 38,000,000 tons of ingots a year, for this is only between 70 and 75 per cent. of capacity, which probably lies about half way between 50,000,000 and 55,000,000 tons. Before the war it was commonly held that a strong steel market, with prices stiffening, could not develop after a depression until production reached 85 or 90 per cent. at least. The difference between recent and pre-war conditions is that before the war the steel industry was always able to operate at capacity when it had the orders, while since 1916 which was a year of capacity production, there has been no time when there was a full demand that capacity operation was possible.

In 1917 and 1918 there was practically continuous shortage of coke, due to transportation difficulties, together with some shortage of labor. Late in 1919 there were in succession the iron and steel strike and the bituminous coal strike, and when the industry had gotten over these there came the outlaw railroad strike April 1, 1920. Now there is the bituminous coal strike.

Perhaps in a pinch the steel mills could produce considerably more than they are making, but evidently the buyers of steel do not think they could. They are acting as if there is a possibility of a shortage of steel, and there is practically no doubt that actual consumption at present is less than production and shipments. Consumption no doubt is increasing and may catch up, but to keep the steel market strong continuously in the future there must be considerably greater consumption or a continuous inability of the steel industry to function up to capacity. There must for instance, be a breakdown of the railroads after the coal strike has ceased limiting steel production, or some other trouble.

Bars, shapes and plates are now quotable at 1.60c as minimum, and it appears that there is some buying, for early deliveries, at premiums, probably involving no large tonnage. Nails continue to be quoted at $2.40 by the American Steel and Wire Co. and at $2.50 by the independents, but as the leading interest did not follow the advance made by the independents about the middle of April, it has been increasingly difficult for the independents to sell much tonnage at their higher price.

Hoops, bands and hot rolled strips are all quoted at 2.25c, chiefly, perhaps, because mills still have a considerable tonnage of old business on books, at less than 2.00c. Tubular goods are very firm at regular prices, the shading that was so pronounced a couple of months ago having disappeared.

A Brush With Every Order of Paint

Too frequently in the past have customers for paint been allowed to take home their cans of paint and varnish with never a thought for a brush and rather than take the time to return to the store or perhaps from ignorance of the importance of having the right brush for the purpose they have been content to proceed with any brush available.

An Increase in Business and Prestige

Meakins Brushes have for years created and maintained a reputation for lasting qualities—progressive dealers are profiting handsomely by stocking them.

Write for Complete Catalogue.
Order through your Jobber.

Meakins & Sons, Limited
Hamilton **Ontario**

Warehouses:

Winnipeg, London, Toronto, Vancouver. Pilkington Bros., Calgary, Alta., Montreal, Que.

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	64 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.

Crown Regal and Sovereign 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metallic list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.25; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled. $1.50; buck and seal, 80c.; No. 28 ball. $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London. St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bits, doz.	16 50	17 00

On weights heavier than base add to list as follows:

Group 2.. 0 50 Group 3 .....1 00
Group 4 ...1 50 Group 5.....2 00
Group 6 ...2 50 Group 7 ....3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each......... 0 50
12 or less than 50, each... 0 45
50 or less than 125 each.... 0 43
Bbl. lots of 125, each........ 0 39

"Reliable" Ignition, 2½x6 inch
Less than 12 each..........$0 50
12 or less than 50, each..... 0 45
Box of 50, each.......... 40½
Bbl. lots of 125 each, each. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.80.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, add 15 per cent.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel,	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list.) ⅜ in. dia. and smaller, 6 in. and shorter, 47½ per cent.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40 per cent.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter,, 55 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 42½ per cent.

Machine bolts, 7-16 inch dia. and larger, 42½ per cent.

Sleigh shoe bolts, all sizes, 30%.

Coach and lag screws, 55%.

Bolt ends, 42½%.

Square head blank bolts, 42½%.

Plow bolts, 1, 2, 3, head 35 per cent.

Plow bolts, others ,35 per cent. disc plus 10%.

Elevator bolts, large head, 30%.

Elevator bolts, corrugated heads 60 per cent.

Fancy head bolts, 30%.

Shaft bolts ($3 list), 30 per cent.

Step bolts, large head ($3 list) 30 per cent.

Whiffletree bolts, 30 per cent.

Tire bolts, 52½ per cent.

Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.

Nuts, 2 in., and smaller, square. Tapped, off net list, $0.25.

Nuts, 2 in. and **smaller, hexagon** Blank, off net list, $0.75.

Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless, base, Montreal	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 17½%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag., f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each. No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	**$ 43**
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSE, Etc.

	Folding,	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 35
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 40
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb. $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No 6. 53c. per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

O.P.W.

means that the product was made by the Ottawa Paint Works; that no pains were spared to make it good; that it contains only the best materials; that the paint or varnish will last and so will your business.

No obligation on your part in asking for full particulars.

Ottawa Paint Works Limited

OTTAWA, ONT.

Branches : Montreal and Toronto

CARTER'S GENUINE DRY RED LEAD

Give Your Customers

—A lead paint that's pure, uniform and economical.

—A lead paint that's made from the very best Canadian pig lead.

—A lead paint that affords the best and most durable protection against rust or corrosion.

—The best and most satisfactory lead paint you can give them—

Carter's Genuine Dry Red Lead

Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are the finest quality obtainable. Write for prices and particulars.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Ave., Montreal.

If interested tear out this page and place with letters to be answered.

DAMPERS— Doz.
7 inch 2 10
Cast, champion, 5 inch.....$1 42
6 inch 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in. 2½ in. shank
List each.
⅛, 45c.; 5|32, 45c; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2.; ⅞, $2.10; 29|32, $2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 60%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11 16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in., shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 60 per cent.
Rachet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	

New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 75
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork. net prices. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-cedar Mop Handles, $2.40 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN—
Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100 ft. 15 25
Do., ¾ in., 100 ft........ 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. ..21 per lb.
48 x 96 ....21c. per lb.
Less than case, 50c. per 100 lbs. extra, F.o.b. Toronto.

IRONS (SAD)
Potts polished, per set $1 70
Potts, nickel plated, per set 1 75
Potts handles, japd., grs.,... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs., and up, cwt... 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.

Step Ladders	Per ft.	
Standard	$0 44	
Household	0 33	
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only	0 44	
Do., 10, 12 and 14 ft.	0 49	
Single and Fruit Picking		
10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold blast genuine ruby.. 5 40 doz.
F.o.b. factory.

LATCHES— ... . . . Per doz.
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List Ea.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive.. 57 00
Do., do. electric 116 50
Rotary water motor washer 29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, do. 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London, and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen............ 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, large, with handle. 16 00
Do., with handle, small.... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
No. 10 ... . 2 30
Crank wringing 7 35
Smarts' 4 00
No. 11 Janitor 4 75
F.o.b. Montreal, Toronto, Hamilton, London.

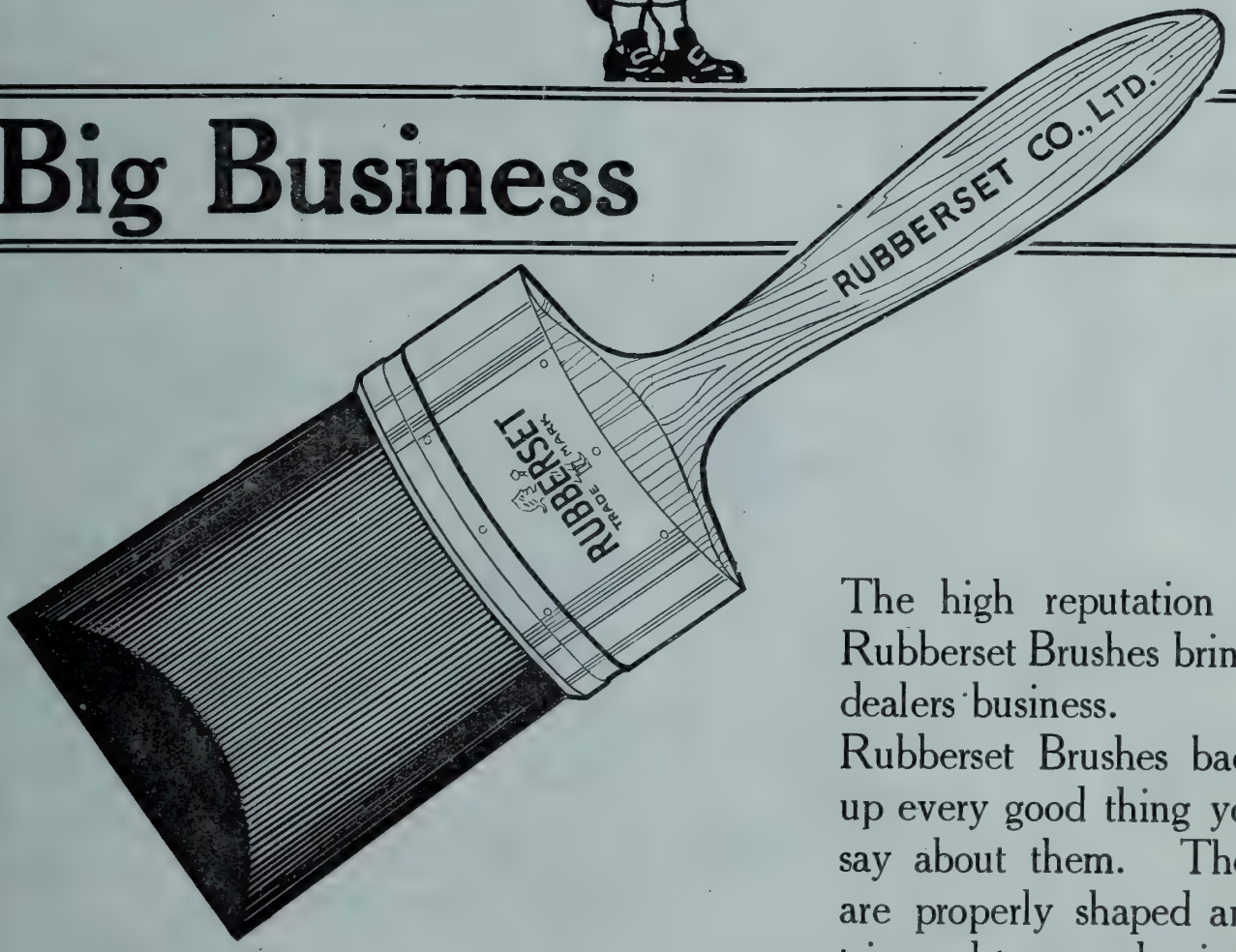
MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... . Net
Thousand Island .... Net
Red Wing ... . Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10 1920.
Advance over base on common wire nails in kegs.

1⅛inch	1 40	3¼inch	0 15
2¾inch	030		
2¼inch	0 55	5½inch	base
2½inch	0 30	6 inch	base
1¾inch	0 75	4½inch	0 05
1¼inch	1 15	3½inch	0 10
2 inch	0 60	5 inch	base
1 inch	$1 50	3 inch	0 20
1½inch	0 80	4 inch	0 05

RUBBERSET

Big Business



The high reputation of Rubberset Brushes brings dealers business.
Rubberset Brushes back up every good thing you say about them. They are properly shaped and trimmed to spread paint--*evenly, economically, quickly.*

Stock through your jobber or "rush shipments from stock."

RUBBERSET COMPANY Limited

Factories:
Toronto - Gravenhurst

If interested tear out this page and place with letters to be answered

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.70 base.

Owen Sound or Collingwood, $3.70 base.

F.O.B. Montreal, $3.70 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.O.B. Montreal, $4.40 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.60. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

Net Price List Per Box

No.	Lengths	of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	6 25
6	2⅛"	6 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls
Adopted March, 1900

2-inch mesh and 19 ga. wire

12 inch	$1 80	48 inch	$ 6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F. o. b. Montreal

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in rod rolls.

NIPPLES

See Fittings.

OAKUM Per 100 lbs.

Special No. 1 ..... $15 00

Plumbers' in 50 lb. bales .. 6 30

F.o.b. Montreal and Toronto

OILS

	Toronto
Royalite, gal.	$ 0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Parafine	0.20.0
List, less 15 per cent.	
Polarine per gal. list	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil E & Artic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.89
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	$ 0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto and Montreal

PAPER	Per 400-ft. roll Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred No. 2	0 85	0 85
Surprise Fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white	5 50	
Do., gray	4 50	
Straw sheathing, heavy dry	3 15	
Red Star heavy tarred straw	3 40	
Imp. White Sheathing	5 50	
Imp. Gray sheathing	4 50	
Scythe and dry straw	3 15	
Spruce Sheathing, 36" and 72" wide	6 00	
Asbestos Sheathing	7 70	
Carpet felt	3 90	
Tarred felt, 7, 10 and 16 oz.	3 45	

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast.

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5, 6 in. 40%

4 gross (cartons), 4-in. .. 1 60

Spring, 2 grs. box 1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in	47 84	63 48	.....	.....
4 in	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 [illegible]
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 62	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	$18	40
3 in., in 10-ft. lengths list	22	30
4 in., in 10-ft. lengths, list	29	60
5 in., in 10-ft. lengths, list	40	00
6 in., in 10-ft. lengths, list	49	00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal. Montreal. Toronto

Do., 60 sheets	5 50	5 30
Ordinary, 52 sheets	$5 40	$5 25

PLATES, COKE TIN

20x28x100 lb. basis, box	$13 50
20x28IC, 112s, box	14 00
20x28 IX, 112s, box	16 00
20x28 IXX, 56s box	9 25
20 x 28 IXXX 56s bx.	10 00

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58, japanned	$ 4 35
No. 158, galvanized	4 45
No. 59, japanned	4 45
No. 159, galvanized	4 55

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Japanned and common oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% o+ list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING	Toronto
Samson, 1 ply, roll	$ 2 05
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 90

	Montreal	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Evelastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20
Everlastic Multi-Shingles 4 shingles in one, sq.		6 00
Everlastic red or green, mineral surface, sq. 36" wide		2 85
Do., 18" wide		3 30

F. o. b. Montreal

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 50	10 50
Coal tar (crude)	9 90	9 21

Reed's Plastic Asphalt Cement	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05
Above prices net.	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver manila, basis	0 20
British manila, basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marine, tarred	0 57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 35
Hemp, deep sea line basis	0 50
Hemp, tarred ratline basis	0 43
Hemp, tarred bolt rope basis	0 45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.	0 48
Do., 5-32 in.	0 42
Do., 3-16 in.	0 39
Do., ¼ in. and up	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion .....List, less 10%

4 lb., $5.30; 10 lb., $6.60; 240 lb., $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F. o. b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, O. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H. bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1½ in.	13 50
1¼ in.	15 [illegible]

Get Walker's Prices Before You Buy

We have full stocks in Builders' and General Hardware lines for immediate shipment--Walker service is all that could be desired.

W. WALKER & SON, LIMITED

10-16 ALCORN AVE. - TORONTO

Walker's Aero and Owl quality products are in demand. Send for samples of Owl Roofing. We have a live proposition to offer live dealers.

The Walker fleet of "White" Trucks (6) which daily cover the city and suburban districts. "There's a reason" for our success.

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Black
See Montreal and Toronto report

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized
See weekly report.

SOLDERING COPPERS
See Coppers

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9 ....$1 50
No. 8 .... 1 35 No. 10 ... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List.

Do., jap., cyco b.b. **50 00**
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.. 48 00
Do., nick., cyco bear .. 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bissell's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted March 20, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50	ft. Challenge Stl...	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin......	7 37
143—3	ft. Steel Pocket	7 27
145—5	ft. Steel Pocket	9 20
175—5	ft. Linen Pocket	6 35
165— 5	ft. Cotton Pocket ..	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun, No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above, per doz. 2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz...........$2 20
Giant, No. 1.................. 2 90
Jump No. 1 .... 2 90
Hawley & Norton, No. 1.... 4 25
Newhouse, No. 1 .... 6 35
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb........$0 47½
Do., 4-ply, lb. 0 50
Cones 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd. net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards. 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.

Galv. Coal Hods list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F. O. B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., alowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs ..	2 85	3 75	3 50
Solid, 3 to 30 lbs., per 100 lbs. ..	2 50	2 50	2 65

WHEELBARROWS
Navy, steel wheel, doz. ..$105 00
Garden Steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00 $3.00.
Bright base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c, 70c.

Stovepipe Wire
No. 18 .. ..$ 8 50
No. 19 .. .. 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50. Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 53IE $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

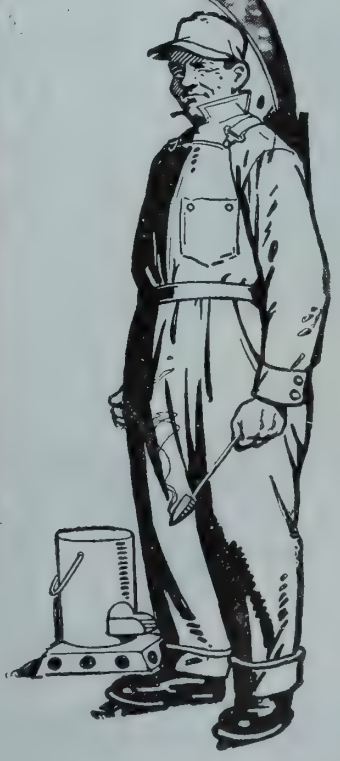
TINKER TOM'S TALKS.

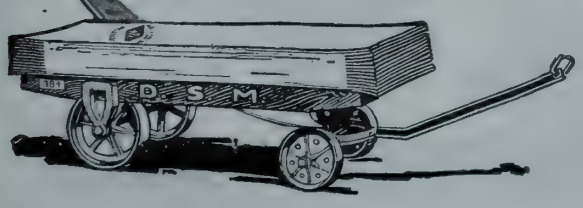
TALK No. 361

HERE'S TO HIS GOOD HEALTH

The King's Birthday — and incidentally mine, too. Such a glad occasion deserves unusual consideration! Seriously King George 5th is a wonderful man and a hundred years from now the class in history will be styling him "George the Wise." He has ability, reliability, endurance and action and that's the measure of success. May he live long and prosper.

Sincerely,
TINKER TOM.





MADE IN PREMIER CANADA

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls. ..	0 07	0 07
Less quantities .	0 10	0 10

COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb., kegs, No. 1 .... 06-09½
Do., less quantities .. 11-15
Raw and Burnt Sienna 100 lb. kegs, lb. 06-09½
Do., less quantities .. 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P. 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg .. 15-20
Do., No. 1, 100-lb. keg .. -08
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright 06½-09
Do., No. 1 ....03¾-05½
Drop black, pure dry 12-16
Golden ochre, 100-lb. kegs ..-05
White ochre, 100-lb. keg .... -06
Do., barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls.........05-08
Spruce ochre, 100-lb. keg.. 05-08
Can. red oxide, bbls. 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.O.B. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall Muronic .. .. ..$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Allbagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags.. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

less 15 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70/10% o+.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure ...	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ..	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure .	.....	.....
Elephant Genuine ..	13 75	13 70

B. B. Genuine Lead, less than tons. Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks...... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ...... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. ....$ 60
Half-Barrels, per gal........ 0 65
5s and 10s, per gal......... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white 3 95
C. P., Co., pure colors 3 60
C.P. floor paint 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white 3 45
B.-H. Fresconette colors 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond, floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white... 3 75
Do., colors 3 60
Re. Newitt, porch and floor. 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3 75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall. white 3 45
I. V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White..... 3 95
Do., H. S. Colors 3 60
Do., H. S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white ... 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colrs.. 3 60
O.P.W. Canada Brand, floor. 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tone, colrs ... 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint.. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors, ... 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white 3 95
Sherwin-Williams, colors 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white .. 3 40
Pearcy's Prepared, floor .. 3 00
A. & E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50

H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half barrels 0 50
5s and 10s 0 60
F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 37
1-lb. paper cartons, per lb. 0 35
½-lb. tins, per lb. 0 39
1-lb. tins, per lb. 0 37
25-lb. tins, per lb. 0 33
50 and 100-lb. drums, per lb., ... 0 31
250-lb. kegs, per lb. 0 29½
600-lb. barrels, per lb. 0 29
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN— Per 100 lbs.
G., medium grade 7 25
Water white 9 40

SHELLAC Per gal.	Pure White	Pure Orange
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams ..	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin ..	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard oil 2 76
B. H. Gold Metal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 .. .. .. 4 89
Do., No. 2 .. .. 4 48
Do., Floor 4 00
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O. P. W. Jasperite Pale Hard Oil 2 50
P. & L., No. 61 .... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor 4 85
Luxeberry Light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720 .... 3 00
"C.D. Big 4" Exterior 5 00
Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior 4 40

Copalite—
Adelite, No. 103, Floor .. 3 90
Adelite, No. 105, Flat .. 3 90
Adelite, No. 100, Spar 5 70
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. .. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg. 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints 5 lb. pkgs.	(per 110 lbs.) White.	Colors
Frescota	$ 8 50	$9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls. ......$	7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

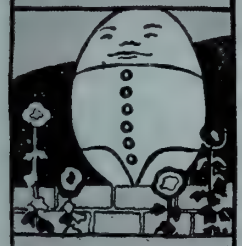
WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B. H. Wax .. ..$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 60
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls....... 3 25

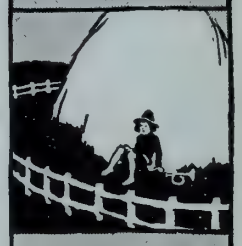
WOOD ALCOHOL Per gal.
In five gallons .. ..$ 1 75
Methylated Spirits 1 75

Simple Simon Met a Pieman



Humpty Dumpty Sat on a Wall

Rock-a-by Baby On the Tree top



Little Boy Blue come Blow your Horn

Going Big This Christmas!
VIKO Nursery Rhyme Toy Sets
—get your order in early

Little girls say "they're simply grand!" Shiny, handsome miniatures of the fine VIKO cooking utensils Mother uses in her kitchen.

VIKO NURSERY RHYME TOY SETS are carefully made—durable—can be used for cooking on girlie's little range.

Sets consist of from four to nineteen pieces. Packed in the wonder-picture-box, with "Mother Goose" Rhymes and illustrations done in five colors on it. The box, alone, would sell a toy set far inferior to this beautiful VIKO offering.

Not only a big Christmas offering but a year around staple. Get your order in early—*today!*

Write Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps			$ 7 00
22 short	$10 00		10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush.			16 00
22 L. D. do.			18 70
22 L. Rifle	14 00		17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim			159 50
351 Self Ldg			121 50
44/55			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base, Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in.. $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS. HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft.. $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount	60%
Nicholson Gen.	Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 50
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles. $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS. EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS

Cold Blast

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 Coppered	16 25
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL, Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs. lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

	per gal.
Raw	$1 20
Boiled	1 23

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 bld	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4		.....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

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Every sale of a North Star dry cell or multiple produces a multiplying profit.

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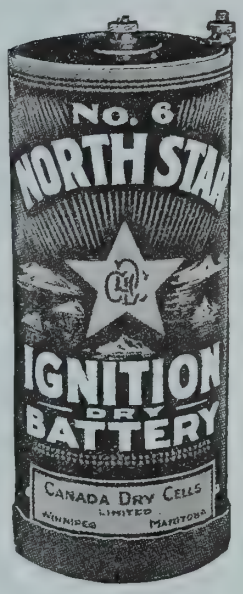

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CANADA DRY CELLS LIMITED, WINNIPEG, MAN.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors,	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.45 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply balls	0 50
Cotton, 4-ply cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial Imperial Pearl, 30 and 2½% off.

Premier, Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-ut.. $4.00, nipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring. plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Black (Dozen)	N P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

The Trade Mark
Behind the Hardware House
of Quality

The Largest
Wholesale Hardware Dealers
in Canada

HIGHEST GUARANTEED MILEAGE IN THE WORLD

K&S The Heavy Ribbed Tread is similar to the highest priced imported Cord Tires. It acts like a Cord Tire and looks like one. Costs the same as any plain tire, but gives miles more service.

The Rugged Tread is a sturdy, non-skid of remarkable wearing qualities for truck and commercial purposes.

The Cross Country Tread is designed to give the motorist hitherto unsuspected service, and to add to the beauty of his car.

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We carry complete stocks of the most reliable and salable hardware made. Our organization has set the pace in efficiency and service for over half a century; it is especially equipped to serve you effectively.

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J. H. ASHDOWN HARDWARE CO., LTD.

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that will bring more business to your store. Note the splendid facilities for display in the top section.

This attention compelling section is fitted with display doors that show the goods to advantage.

Back of these doors is ample shelf room to contain the goods in their original packages.

The base section is equipped with Cameron shelf boxes.

This is one of our many attractive combinations of shelving equipment, which are all built sectionally and can be added to at any time.

Ask us to solve your display and store fixture problems.

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Geo. W. Reed & Co., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ATHLETIC CLOTHING
A. W. Moyer & Co., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co., of Canada, Winnipeg, Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE BUMPERS
B. J. Coghlin & Co., Ltd., Montreal.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal. Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABITT METAL
Canada Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
British Empire Steel Corp. Ltd., Montreal.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Pall Bearing Co. Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd. Toronto

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Homilton, Ont.

BELTING TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN and BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnston Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The. Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg. Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N. J
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

Barrett Roofings, Cements Industrial Paints etc.

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A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a thousand uses." Unequalled for patching holes in roofs, repairing flashings, gutters, etc., etc.

Comes ready for use in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

Plastic Elastigum being applied to make a water-tight joint around a ventilation pipe. It sticks to any surface.

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The fastest selling roll roofing on the Canadian market and the first choice of experienced buyers for all steep-roofed farm and factory buildings. Everlastic is a safe roofing for you to sell and a safe roofing for your customers to buy. It sells at a low price, is easy to lay, and gives unfailing satisfaction.

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The greatest material in the world for resurfacing worn-out prepared and "rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing, at very small cost.

Put up in all sized packages from 1-pint tins to barrels of 40 gallons.

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The Barrett Company LIMITED

MONTREAL, TORONTO
ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.
W. Walker & Son, Ltd., Toronto, Ont.

BROOMS
Canada Brush Co., Ltd., St. John, N.B.
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ontario.

CAN OPENERS
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reid & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Grening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

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The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

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Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass. ... ...

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Brrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London. Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Heepeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Motor Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Canadian Tank and Pump Co., Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Canadian Metal Products Ltd., Guelph, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Toronto, Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
The James Morrison Mfg. Co., Ltd., Toronto, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

THE BUYERS' GUIDE

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co.. Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto, Ont.
Hurtuboise, Limited, Montreal, ue.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Fergings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Canada Metal Co., Toronto, Ont.
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
Duro-Aluminum, Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto.
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton
Sheet Metal Products Co., of Canada, Ltd., The

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Sheet Metal Products Co., of Canada, Ltd., The
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, On

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, On

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, On
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, On
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corperation, Niagara Falls, N.Y.

LEATHER
Logan Tanneries, Ltd., Lyons' Brook, N.S.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd. Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto

A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co, Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.
Sheet Metal Products Co., of Canada, Ltd., The,

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Man.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co. Ltd., Moncton, N.B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto
B. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co. Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolve Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto
J. H. Williams & Co., Ltd., St. Catharines, Ont

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can Foundries & Forgings, Ltd., Brockville, Ont.
Marlin Firearms Corporation, New Haven, Conn.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Katie Foundry Co., Galt, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited. Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

RIFLES
H. W. Cooey Arms Machine Co., Toronto.
Canada Wire & Iron Goods Co., Hamilton, Ont.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Dean Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Lewis, Lewis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N.J.
Krauter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. MacArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middletown, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
McFarlane Douglas Co., Limited, Ottawa, Ont.
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto
Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
The Sheet Metal Products Co., of Canada, Limited. Toronto.

SIDINGS, METAL
McFarlane Douglas Co., Limited, Ottawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont

SKYLIGHTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

SLEIGHS, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Canada Metal Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
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Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

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A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

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The Sheet Metal Products Co. of Canada, Limited Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

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Barnes, The Wallace Co. Ltd., Hamilton.

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Can. Foundries & Forgings, Brockville.

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Brandram-Henderson, Montreal.
Canada Paint Co. Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

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The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited. Toronto. Ont

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y
N. Slater Co., Limited, Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works London, Ont

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, MILD SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, M.

STEEL MERCHANT BARS
Steel Co. of Canada Ltd., The, Hamilton, Ont

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American Steel Wool Mfg. Co., Inc., Desbrosses St., New York

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Christopher Johnson & Co., Sheffield, England

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton

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The Steel Trough & Machine Co., Ltd., Tweed, On

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Walker Bin & Store Fixture Co., Ltd., Kitchener Ont.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
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The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg. Co., Ltd., London, Ont.
Tudhope-Anderson Co., Ltd., Orillia, Ont

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McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, On

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The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STOVE PIPE ELBOWS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Smith & Hemenway Co., Inc. Irvington, N. J

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

SYRUP CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont
Sheet Metal Products Co., of Canada, Ltd., The, Tornoto.

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The Dominion Tack & Nail Co., Ltd., Galt, On
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, On
Sheet Metal Products Co. of Canada, Ltd., Toronto

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The Greenfield Tap & Die Co. of Canada, Ltd. Galt, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa

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TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I
L. S. Starrett Co., Athol, Mass

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, On
L. S. Starrett Co., Athol, Mass

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Aluminum Specialty Co. of Canada, Toronto.

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Taylor Instrument Companies, Toronto, Ont.

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The Sheet Metal Products Co. of Canada, Limited Toronto.

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The Sheet Metal Products Co. of Canada, Limited. Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

THE BUYERS' GUIDE

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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J. H. Hanson & Co., Ltd., Montreal, Que.
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The Warren Tool & Forge Co., Warren, Ohio.

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TOOLS
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Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
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United Brass Founders & Engineers, Limited, Manchester, Eng.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Imperial Varnish & Color Co., Ltd., Toronto.
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Martin-Senour Co., Ltd., Montreal.
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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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London Rolling Mill Co., Ltd., The London, Ont.
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Wilkinson & Kompass, Hamilton.
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Wilkinson & Kompass, Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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The Graham Nail Works, Toronto.
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.
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WRENCHES, RATCHET
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
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J. K. Munro's monthly feature discussing all phases of Canadian politics as he observes it from his eyry at Ottawa; without bias, without prejudice, and without any particular axe to grind.

This simply **had** to be an anonymous article because the writer is well known throughout several provinces of Canada for her activities in politics. This article is a startling admission from her pen of many things which the women of Canada may think, but few are able or honest enough to place on paper. The writer admits that the life of a woman in politics is not all "a bed of roses" and also is very candid in agreeing with some critics who say that women can never take as responsible a place in politics as men. This article also indulges in some rather severe strictures on the feminine sex, really amazingly penetrating criticism, and should be read with avid interest by every woman and most of the men in the Dominion. It is a human document, guaranteed authentic by the Editor.

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There is an opening in the advertising department of Hardware & Metal for an experienced hardwareman, preferably one who has had retail, wholesale and road experience. Must be a man with thorough knowledge of hardware merchandising. Must also be a man of good appearance, and personality, who can discuss hardware merchandising, intelligently with manufacturers and advertising agencies. This position will require a man with initiative, and one who will be willing to make an exhaustive study of the various phases of advertising and merchandising. The right man will be given every opportunity to make good. He will attend trade conventions in various parts of Canada. He will have opportunities to attend sales, advertising and editorial conferences on many of the 15 MacLean publications. A good salary will be paid to start, and future renumeration will keep pace with the man's capacity to earn more money. Apply by letter only, giving complete details regarding qualifications to Manager Hardware & Metal, 153 University Ave., Toronto, Canada.

WANTED---EXPERIENCED HARDWAREMAN head clerk; must be good salesman and stockkeeper. Good opening for a hustler. Apply stating experience age, married or single, wages required, also send copies of refereneds, to The Geo. Taylor Hardware Ltd., New Liskeard, Ont.

SITUATIONS WANTED

YOUNG MAN WANTS POSITION IN RETAIL hardware, some experience, bookkeeping diploma, references, start at fifteen per week. Box 113 Hardwar and Metal.

WANTED

HARDWARE STORES WANTED, WOULD like to get in touch with parties in towns of three thousand and larger in Western Ontario, wishing to dispose of hardware business. Correspondence confidential. Prefer not to purchase buildings, but to lease on long term. Address J. W. Peart, St. Marys, Ont.

FOR SALE

HARDWARE BUSINESS IN ONE OF THE best Eastern towns. Good dairying section. Stock and fixtures about $11,000. Good reason for selling. Box 624, Hardware and Metal.

ONE CLEAT BRACE AND CORNER IRON bender, No. 1, capacity 4″ x ⅛″ or equivalent. Price $13.00. One circular shear, hand power 6″ to 48″ price $40.00. One former roller 36″ x 2½″ price $30.00. All Brown Boggs make and used very very little. Eight thousand tin cans (2-lb. size) soldered tops at ten dollars thousand. Write Canada Felting Co., St. Jacobs, Ont.

MANUFACTURERS' AGENTS

MANUFACTURER'S AGENT, LOCATED IN Vancouver, B.C., handling hardware lines only, has room for one or two more good Agencies. Splendid connections throughout B.C. Adrdess c/o Hardware and Metal, 198 Hastings St. West, Vancouver.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look through these you may find what you want

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
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RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit.
Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
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BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

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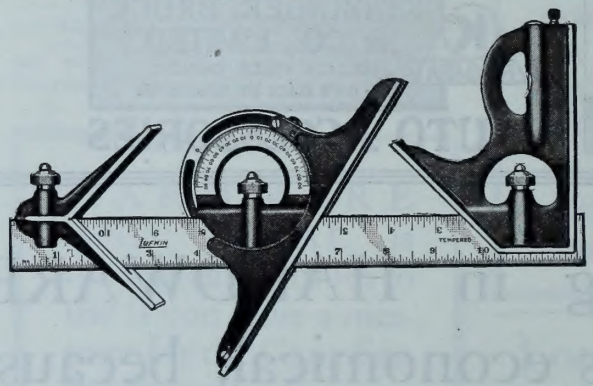

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COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE

LUFKIN

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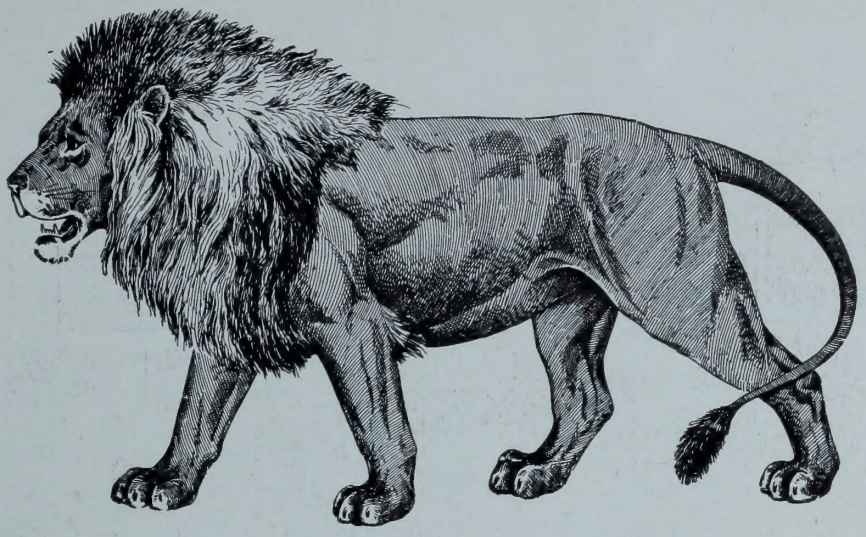
WINDSOR, ONT.



People Buy where they can get the Best

and they get the best where

Lion Brand Cordage

is displayed and sold.

This cordage is pure manila fibre that leads the market for yardage, strength and wearing and lasting qualities.

Compare the results of this with any other cordage and you will readily recognize its outstanding superiority.

You want the best, don't you? Then put in a stock of *Lion Brand* and be convinced.

Consumers Cordage Company, Limited

MONTREAL and HALIFAX

Branches at

ST. JOHN, N.B. TORONTO, ONT.

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Jas. Bisset & Co., Quebec.

Macgowan & Co., Vancouver.

B-H Agents Should Enter The "SAVE THE SURFACE" Window Display Competition

The "Save the Surface" Committee has announced a Window Display Competition open to any dealer or dealer's clerk in Canada. The "Save the Surface" window trim and slogan must be part of the display and preference will be given to those windows which illustrate to the best advantage the idea of protection and preservation as embodied in the "Save the Surface" idea.

Some dealers are going to win these prizes and B-H dealers have a wealth of display material to make an attractive display—handsome B-H window cards and cut-outs, B-H lithographed window trim, color cards and a beautiful display of B-H cans.

Decorate your window—win one of the prizes and in addition the window will help you sell more B-H paints and varnishes.

Write us for full particulars and a supply of window display material. We shall gladly offer you any suggestions you may require.

B-H Agents, too, should enter the Save the Surface Newspaper Competition. Ask us for particulars.

BRANDRAM-HENDERSON LIMITED

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MEDICINE HAT CALGARY EDMONTON VANCOUVER